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**If and when International Fur & Leather Workers Union gets booted out of CIO**, some interesting things could happen. Cue is events following recent eviction of United Public Workers from CIO for its Commie domination and affiliation. Govt. agencies have refused to recognize ousted UPW. Now State Dept. and Vets Administration have refused to recognize UPW as bargaining agent for their employees.

**If tanning industry is recognized as one of the "strategic" industries** (as it was in last war), IFLWU might fail to win bargaining rights even as independent because of Commie leadership. In any event, IFLWU is due for bum's rush from CIO. Note that CIO has now officially organized United Tannery Workers, with charter. First drive is in Gloversville. Expect nation-wide drive, all tanneries, later, almost simultaneous with official eviction of IFLWU from CIO.

**Paris calfskin and hide auctions in Feb. the dulllest in years.** Both supply and demand smaller than usual. 30,000 cattlehides offered as against 38,000 in January; 35,000 calfskins as against 40,000 in January. Chief causes: slack leather sales, shortage of cash, and particularly the limited export quotas on calfskins. Similar trend in auctions all over France. Significance: buyer resistance may force increase in calfskin export quotas—something the U. S. would like to see.

**New Zealand has upped hide export levy on cowhides under 40 lbs.** On freezer, abattoir and country butcher stand hides, increase is 20%; on all yearling hides, 18%; on country ox and cow hides, 27%. The new rates were applicable beginning in Feb.

**The U. S. rubber footwear industry is in trouble.** The past two relatively mild winters were a blow to sales. But that's only a small portion of the real trouble—increasing imports of rubber and canvas footwear and U. S. plans to lower tariffs on these still more.

**Some 24,000 U. S. workers affected.** U. S. rubber footwear industry 100 years old, once supplied most of the world. Since Thirties its products confined almost wholly to U. S. domestic market. Now increasing imports of rubber and rubber-soled-canvas-upper footwear from Japan and Czechoslovakia especially, and at 20-40% below domestically-made products.

**Both Hoover and FDR upheld tariffs—** 25% on waterproof footwear and 35% on canvas. But in 1947 at Geneva reciprocal-trade conference, U. S. gave Czechs concessions on waterproof-rubber footwear equivalent to 50% tariff cut.

**Rubber Workers Union, AFL, fighting to increase tariff wall.** Labor cost proportionately high—47%—in cost of finished product. Rubber footwear industry last year did about \$62,000,000 in business. About 75% of industry located in Southern New England.

**Comparison of prices on domestic and imported products:** U. S. canvas shoe factory-priced at \$1.80. Japan's at 49c. Add 35% duty (based on U. S. price) and Jap shoe duty is 65c—making total price \$1.11. If tariff reduced 50%, as proposed, then price would be 80c. If tariff retained at 35%, but applying to Jap price, then final price of Jap shoe is 66c. Same applies to waterproof-rubber footwear, Jap or Czech.

**U. S. last mfrs. showing growing concern about last consumption.** In 1939, last industry did \$5,051,000 in business (wood lasts alone); in 1947, \$9,201,000; but in 1949 slid back to \$7,500,000. One of chief blows has been vast increase in slip-lasted footwear and other shoemaking methods requiring less use of lasts.

**What happens to shoe and leather business if war comes?** Controls of last war will be petty compared to next one. Private industry and business will be bottled up instantly and completely. Blueprints already prepared by National Security Resources Board.

**Here are some of the plans.** Private building stopped cold. Civilian major durable goods output ceased. Many retail stores (including shoe stores) closed. Taxes much higher. Labor draft—workers moved to required areas by govt. edict. Savings frozen.

**Civilian consumption would drop from current \$179 billions to \$148 billions**, at present prices. Private investment (plant, equipment, stores, houses) plummets from 37 to 4 billions. Govt. buying skyrockets from current \$43 billions to \$107 billions yearly. Prices and hourly wage rates frozen, likewise rents, stock and commodity market transactions. Freeze on wholesale and retail inventories. Rationing of all consumer goods, allocations on basic commodities.

**Only "approved" retail establishments will remain open.** Large numbers of others will be closed, along with service establishments. Products will be standardized with single wartime models. Distribution field will feel blow to release manpower. Wholesalers will be able to sell only to "approved" retailers, and on ration.

**Taxes of last war at about 10%—will jump to 35% in next.** Corporate taxes also upped substantially. Excess-profits taxes instantly applied again. Capital-gains tax raised sharply. Credit sharply curtailed, and installment buying is out. War bonds—compulsory buying.

**U. S. civilians and business will for first time get harsh, realistic taste of total war.** Living standards will drop sharply. Business won't breathe without govt. permission. Taxes will be oppressive, all enterprise tightly fenced in. And the govt. will probably get around to legally banning May Day celebrations in traditional honor of the founding of the Soviet.

# EDITORIAL

## The Chinese Have An Answer

**L**AST week, American labor and American management was given a demonstration of labor-management relations that would make the hostile Soviet-U.S. relations look like the dove of peace by comparison.

At the shoe learner hearing in Washington, the attorney for the United Shoe Workers of America, CIO, and the attorney for the National Shoe Manufacturers Association, angrily faced each other across what is naively termed a "negotiating" table. After exchanging some increasingly heated words, they rose on their haunches, juttied out pug-nacious chins and growled much in the fashion of two hounds facing a lone bone.

One snarled, said to the other, "C'mon outside and we'll slug this out."

The other retorted with a snarl of his own, was about to accept the offer when a distressed Wage and Hour official stepped in to call the bout a draw before a punch was thrown.

These Washington shoe learner hearings have been rife with name-calling and hostile feeling. A terrific amount of damage has been done to and by both sides—labor and management in the shoe industry. In fact, in a matter of a few weeks labor-management relations in the industry have fallen back a decade.

There are so many technical and legal facets to the arguments, pro and con, at these shoe learner hearings, that a discussion of them would be meaningless here. It is obvious that both sides have supportable points in their individual cases. But it appears that now both sides have sacrificed some of the rational approach in favor of the emotional approach. As reason and civility have declined, emotion and ire have expanded. What started out as a hearing has developed into a brawl.

The irony of this whole embroglio is that neither side is going to win, regardless of the final decision, whether it totally favors one side or the other, or even if it terminates in a draw or compromise. When men

lose their heads they lose the argument, too. In this unhappy case, it appears that both sides have lost their heads.

Many millions of dollars have been spent annually by industrial firms in an effort to improve labor relations—to create harmony out of hostility, clarity out of chaos. The money is spent in research studies, in new personnel handling methods, in creating better facilities and working conditions, in educational programs, and in many other efforts which entail stupendous costs in time, money and energy.

The shoe industry has also participated and made its contribution toward these ends. The progress over-all has been slow, painful, costly. Nevertheless, we have made steady and concrete progress. And that has been the encouraging note, despite the intervals of differences and grievances. For every step backward there have been two forward.

Now, suddenly, the pattern may change: two steps backward to each one step forward. Whatever may be gained at these learner hearings is certain to be more than balanced by the consequent losses in terms of a hostility that will take a long time wearing off. It is like the last man on earth, the lone survivor of a total war, saying, "I am the winner."

As Jesus said 2,000 years ago, "What does it matter if you gain the whole world, and lose your own soul?" It aptly applies in this case. For what matter if the unions retain the 75c or 65c learner minimum, or the manufacturers obtain the 57½c learner minimum, if both lose the mutual respect and harmony that has taken so long to build up between them? In total war there is only total loss.

But back to our two growling shoe learner attorneys. It reminds us of the story of the American in Shanghai. He was watching two Chinese coolies arguing fiercely in the center of the street. An amused crowd had gathered to listen to the coolies verbally lash at each other, their eyes

afame, their hands flying with expressive gestures. There was no doubt they were intensely mad at each other.

Finally the bewildered American turned to his Chinese friend and said, "If those two fellows are so mad at each other, why doesn't one take a good sock at the other and settle it quick?"

The Chinese turned to the American, smiled and replied, "Here among civilized people when they argue, the first to lift his hand has admitted he has lost the argument."

So, whereas both of the attorneys in the Washington instance were ready and willing to settle their differences with fisticuffs, it appears that both had somewhat lost their sense of rational direction.

Now, if these differences among the personalities involved in the Washington hearings were intensely argued on their points of merit, and allowed to be put to rest there, it would be all right. But we must realize that both sides are informing their "constituents" of all details, and expressing opinions unfavorable to the opposition. Thus the unions must inform their members that the shoe manufacturers are trying to gain certain unfair advantages, while the manufacturers are informed similarly in their case. The tendency is a mass hostility of shoe workers against the manufacturers, while the latter as a whole tend to feel a growing antagonism toward the unions for "stubborn" opposition to what seems to them a fair proposition.

The thing extends far beyond personalities or the respective representatives, where it was expected to remain at the beginning. In short, the "war" is no longer a hostility between the government officials of two nations, but now spreads its hostile feelings down to the mass of people themselves. When that happens, the cold war has every chance of suddenly becoming hot and explosive.

We feel that this is the current danger in the Washington hearings. We feel that both sides should reevaluate their responsibilities toward the maintenance of wholesome labor-management relations in the industry. Both sides have over many years sacrificed too much in building better relations between them to have it all smashed now by hot heads and cold hearts.



# CONTENTS

## FEATURES

- NEW SHOE MERCHANDISING FOR BIGGER VOLUME.....**  
 .....By Maxey Jarman 18  
 We've put too much emphasis on standard but shopworn selling methods. We need new merchandising approaches if we're to build volume and consumption.
- RAWSTOCK OUTLOOK FOR 1950.....**By Edward L. Drew 20

## NEWS HEADLINES

- BRISK SAMPLING, MODERATE BUYING MARK LEATHER SHOW—**  
 Tanners show optimism for 1950 sales. Marked trend towards quality leathers.
- NEW CIO UNION WINS 5 FULTON COUNTY TANNERIES—**  
 United Tannery Workers Union rapidly gaining adherents as competitor of IFLWU-sponsored Independent.
- 1949 NEW ENGLAND SHOE OUTPUT 143,372,000 PAIRS—**leads all U. S. shoe-producing sectors. Pairage rise 5% above 1948.
- LEARNER WAGE HEARINGS FOR GLOVE MFRS. MAR. 15—**Issue will deal with "permanent regulations" permitting subminimum wages to learners.
- JOYCE PLANS NEW \$1,000,000 SHOE PLANT—**Recent Pasadena fire loss estimated at \$800,000, with 25% of firm's production temporarily lost.
- BELFAST, ME., GETS TRUITT BROS. SHOE CO. FROM BINGHAMTON—**Firm starts operations April 1 or May 1, to employ 150-250 workers.
- JAN. RETAIL SHOE SALES 8% UNDER JAN. 1948—**Census Bureau report reveals percentage changes in retail shoe sales in key major cities.
- 300 SHOE MFG. FIRMS ASK SHOE LEARNER RATES—**List of applying firms now been published in Federal Register. Hearings resumed Mar. 20.
- MASS. SHOE-LEATHER WORKERS URGE STRIKE PAY—**Want weekly payments from Unemployment Compensation Fund beginning after fourth week of any strike.

## WEEKLY DEPARTMENTS

NEWS X-RAY .....	3	HIDES AND SKINS .....	32
EDITORIAL .....	4	WANT ADS .....	37
NEWS .....	5 and 34	COMING EVENTS .....	38
SPOT NEWS .....	12	DEATHS .....	14 and 38
LEATHER MARKETS .....	29	INDEX TO ADVERTISERS .....	38
TANNING MATERIALS .....	31	PERSONNEL .....	38

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# NEWS

## Heavy Sampling, Moderate Buying Highlight Fall Leather Show

**Tanners look for good year as buyers show active interest, stress quality. Prices continue firm with some advances noted.**

The consensus at the Tanners' Council Leather Show, held March 7-8, is that 1950 will prove a good year saleswise.

Close to 3500 shoe manufacturers and other leather users crowded into the Waldorf Ballroom on the first day and as many more the second day to look over the upper leathers exhibited by a record 90 tanners. Most came prepared to talk business.

### Healthy Outlook

Although actual purchases were on the moderate side, most tanners said buying was on a par with expectations. What really raised their hopes for an active year was the healthy interest in quality leathers shown by buyers.

Keystone of confidence was the fact that inventories are at their lowest point in years and shoe manufacturers will need more leather to meet seasonal needs.

For the first time since the boom year of 1946, retail shoe sales last year exceeded production. Although actual unit sales figures for 1949 are not yet complete, the number of shoes sold was greater than the 455 million pairs manufactured during the year. The result was that the extra pairs sold came from retailer inventories.

Trade sources look for shoe production in 1950 to reach at least 460 million pairs and possibly 465 million, a substantial increase over last year and on a par or better than 1948. These estimates are based on per capita output of last year.

### Heavy Sampling

Tanners exhibiting at the Leather Show have learned not to expect sales windfalls during the two-day show-

ing. Unless their needs are immediate, buyers come to look and sample. The actual buying does not materialize generally until days or weeks afterward. The show itself serves as a barometer of sales to come.

What tanners look for at the Show is the general tone of buyers' interest. Reactions to current prices, sampling activity, attention to colors, stress on quality—these are the less tangible but nevertheless, highly important factors used as sounding boards.

Most exhibitors reported extensive sampling. Shoe manufacturers showed wide interest in new lines. More important, the greater part of this interest was centered on quality leathers. Buyers were more willing to accept the continuing strong tone of prices, to base their buying plans upon better quality leathers as well as price considerations. No longer was the emphasis upon producing shoes at lowest prices possible.

This trend held true in the various types of upper leathers. Sampling of side leathers was especially active. Leather buyers from the West, Southwest and Mid-West in particular showed considerable interest in these leathers. Some placed good orders, others merely sampled, but all talked of plans for active buying in the next few weeks.

Although this is actually between-seasons for calf leathers, tanners reported the outlook encouraging. One interesting point was the slowing down of interest and sales in women's lightweight smooth leathers and the growing importance of men's weights. Many manufacturers are now turning to heavy leathers for use in women's unlined shoes. This plus the already limited supply of better grade men's weights has added

to the tightness of the situation. Prices in these weights have naturally held firm and, in some instances, advanced from one to two cents.

Tanners of sheep leathers reported among the best sales made at the Show. The average sheep tanner has found sales to date in 1950 well above sales figures for the same period last year. This condition showed no sign of letting down at the Show with many tanners forced to turn away new accounts. Naturals were the big attraction with chrome linings coming in for their share of attention.

Kid leather tanners were perhaps the least optimistic at the Show. Not that their outlook was less encouraging than others but the sales outlook is yet to crystallize. Both black glazed and suede received widespread attention but orders were small and short-range. Other colors, particularly blue suede and brown; red and green also drew interest. The next few weeks will tell the sales story here.

Reptile leathers attracted much interest but the situation developed as expected. Alligator lizard and alligator were much in demand but short in supply. With little prospect of immediate resumption of raw skin deliveries from Argentina, tanners are unable to promise deliveries on leather orders. All have cut production to a minimum, have little to offer.

Although the supply of snakes, pythons, cobras and whips is ample, interest in these is less active. Although no price adjustments were reported officially, prices were generally soft with concessions to be made before sales. However, snake leathers have become more of a year-round proposition and tanners expect to do their share of business in them.

Interest in patent was active but, again, buyers were content to sample, preferring to postpone purchases for the coming weeks. Tanners are inclined to view this market with greater optimism than they dared feel in the past two years.

### Price Trends

Most leathers will continue firm to strong in price during 1950. There are few if any indications of weakening prices. Back of this opinion are cold facts.

Domestic cattlehide kill is expected to remain at 1949 levels, certainly no larger. Imports from Argentina, already purchased, are due to arrive in the U.S. by the first six months but will not ease the rawstock situation appreciably. France has raised the export quota for calfskins but, here

again, not enough to appreciably affect the market this year. Goat and sheep skin imports appear highly uncertain with the prospects of even tighter supplies.

Added to this is the continued buying by European tanners, particularly British, financed by ECA funds. As long as these buyers are able to pay high prices for hides and skins on world markets, U.S. importers will find foreign traders less apt to offer concessions. This condition shows some signs of easing, particularly with ECA curtailing hide and skin grants, but it will take some time to open up the market appreciably.

Shoe manufacturers are less apt to fight prices. As Maxey Jarman, chairman of General Shoe Corp., indicated at the NSMA breakfast meeting, they are more willing to "soft-pedal" prices and emphasize foot comfort and fashion authenticity. It is this attitude coupled with other developments at the Show that has given tanners confidence in the coming season.

### 1949 New England Shoe Output 143,372,000 Pairs

With a total output of 143,372,000 pairs, New England's three shoe-producing states — Mass., Me. and N. H.—led all other sectors of the country during 1949.

The pairage represented an increase of two percent above 1948, and comprised 31.5 percent of the nation's total output. This 31.5 percent constitutes an increase of five percent over 1948 for New England output. Total shipments last year for New England were valued at \$490,320,000, for an average factory per-pair value of \$3.42 as compared with \$3.50 for the nation over-all.

Of the New England output, Mass. accounted for 79,662,000 pairs, a decline of one percent for the previous year, with 1949 shipments valued at \$279,434,000. Maine produced 26,547,000 pairs, an increase of eight percent over 1948, and 1949 shipments valued at \$85,990,000. New Hampshire's output was 37,163,000 pairs, four percent above 1948, with 1949 shipments valued at \$124,896,000.

### Learner Wage Hearing For Glove Mfrs. Mar. 15

A public hearing will be held March 15 by the Wage and Hour Division of the Labor Dept., in Washington. The issue will deal with "permanent regulations permitting the payment of subminimum wages to learners" employed in all

branches of the glove manufacturing industry.

An interim order had been issued as of Jan. 25, increasing the former learners' wage rate of 35 cents an hour for a learning period of three months, to 55 cents for the first 320 hours (three months) and 65 cents an hour for the last 160 hours of the learning period.

The total number of workers allowed under a special learner's certificate was raised from the former five to 10 percent of the total number of production workers in the plant.

### Joyce Plans New \$1,000,000 Plant

William H. Joyce, president of Joyce Shoes, Inc., plans to build a new \$1,000,000 shoe plant to replace the factory at Pasadena that was completely gutted by fire two weeks ago. Joyce, who flew back from vacationing in Honolulu, said that insurance covered most of the estimated \$800,000 fire loss. The new plant will occupy a four-acre site, will be completed within nine months. Final blueprints are already in preparation.

Some 25 percent of the company's total production will be temporarily lost, as Joyce's four other plants, now working at full capacity, cannot absorb the additional production.

Temporary headquarters have been set up. All kinds of new office

equipment is pouring in. Most office departments are again in full operation. A remarkable spirit of management-labor relations has been exhibited. The company has extended every means of help to the 200 employees who will be temporarily out of work. Some of the employees have offered their savings to rebuild the plant. Every effort, meanwhile, is being made to keep the "family" of workers intact.

### Belfast, Me., Gets Truitt Bros. Shoe Co.

Truitt Bros. Shoe Co., presently of Binghamton, N. Y., will move to Belfast, Me., to start operations April 1 or May 1. The firm will employ from 150 to 250 workers, will occupy a factory formerly used by Daly Bros. Shoe Co. The new site has been inspected and supervision of preliminary details have been under the direction of Truitt president J. F. Muffley, general sales manager Walter Kinne, and plant superintendent William Sullivan.

The 70-year-old company makes men's women's and children's shoes. Belfast civic leaders are in the process of raising \$24,000 from local subscription to go toward establishing the firm in Belfast. Negotiations with the firm and city and state officials have been going on for the past year.

### Dec. Footwear Output Down 4% From Dec. 1948

The shoe industry produced 34,000,000 pairs of shoes and slippers last December, a four percent drop from the 35,500,000 of December, 1948, but two percent above the 33,500 pairs of last November. Shipments in December totaled 31,500,000 pairs and were valued at \$109,500,000 for a per-pair average

of \$3.48, comparing with a per-pair value of \$3.76 for December of a year ago.

Footwear production for 1949 totaled 455.3 million pairs, down 1.5 percent from 462 million of 1948. Value of shipments in 1949 was \$1,588 millions as against \$1,735 millions in 1948. Average per-pair value for 1949 was \$3.50 as compared with \$3.76 in 1948. Following is a summary of December, 1949, footwear output:

Kind of footwear	Production (thousands of pairs)			Percent of change, Dec. 1949 compared with—		Percent of production, by type of outsoles, Dec. 1949		
	Dec. 1949 (preliminary)	Nov. 1949 (revised)	Nov. 1948	Nov. 1949	Dec. 1948	Leather soles	Rubber or rubber composition soles	Other non- leather soles
<b>SHOES AND SLIPPERS,</b>								
<b>TOTAL</b> .....	<b>34,141</b>	<b>33,490</b>	<b>35,508</b>	<b>1.9</b>	<b>-3.9</b>	<b>54.7</b>	<b>39.4</b>	<b>5.9</b>
Shoes, sandals and play-shoes .....	30,053	26,850	31,673	11.9	-5.1	53.7	43.2	3.1
Men's .....	8,033	7,205	8,901	11.5	-9.8	56.0	43.5	0.5
Youths' and Boys' .....	1,274	1,131	1,310	12.6	-2.8	8.9	90.2	0.9
Women's .....	13,289	12,211	13,875	8.8	-4.2	54.5	40.3	5.2
Misses' .....	2,161	1,990	2,333	8.6	-7.4	23.5	69.6	1.9
Children's .....	2,155	1,746	2,187	23.4	-1.5	42.3	56.1	1.6
Infants' .....	2,050	1,622	1,993	26.4	2.9	88.2	11.6	0.2
Babies' .....	1,091	945	1,074	15.4	1.6	87.9	1.8	10.3
Slippers for housewear .....	3,653	6,149	3,313	-40.6	10.3	30.3	10.4	29.3
Athletic .....	222	266	279	-16.6	-20.4	87.4	12.2	0.4
Other footwear .....	213	225	243	-5.3	-12.4	71.4	24.9	3.7
Minus sign (—) denotes decrease.								



## Allied Products Show Previews Healthy Year

Buying at the Allied Shoe Products and Style Exhibit held March 5-8 at the Hotel Belmont-Plaza, New York City, was even better than anticipated, according to the majority of the 85 firms exhibiting their products. Sales of many lines were reported as brisk, with some manufacturers even forced to turn away new accounts.

The show itself, undoubtedly one of the most successful since its inception, gave definite promise of even better things to come. Sampling and interest reached a new high as buyers crowded into the various exhibit rooms. By Wednesday, the last day of the showing, shoe supply producers were looking forward to a good year. Many had already done a good Fall volume and others expected substantial orders to arrive within the next few weeks.

### Quality First

Just as encouraging as growing sales in a year that promises expanded shoe output was the obvious stressing of quality products. Time and again, suppliers of shoe materials found buyers who had refused to consider anything but cheaper lines in past years now turning to better materials at higher prices. Buying emphasis was showing a definite shift from price to quality—all in keeping with the 1950 trend to style, comfort and quality in shoes.

With buyers talking less price, suppliers found it much easier to hold to quotations. As a result, prices were generally strong in tone with indications that they would remain so during the year.

Most firms were favorably impressed with their results. With price squeezes eased off and buyers showing less resistance, 1950 loomed as a healthy sales year. This feeling of optimism was backed by trade predictions of 460-465 million pairs output in 1950.

Short-range buying was, of course, the rule. By this time, the entire industry has come to accept short-term, smaller orders and made plans to meet the condition. But with inventories at controllable levels all along the line, it is obvious that the shoe industry has learned to live with its ailment.

Rather than cry about the ills of short-term buying, producers have turned their attention to planning year-round rather than seasonal production. The change-over in general

attitude reflects the new feeling of optimism now sweeping through the shoe industry as a whole. For the first time in years, manufacturers find themselves paying less attention to profit margins and more to filling buyer demands for quality products.

## Govt. Counters USMC Arguments on Exhibits

United Shoe Machinery Corporation's recent arguments against admitting some 4500 USMC company documents as evidence to be used against them, were counter-argued this week by Justice Dept. attorneys. The latter contended that all the USMC outside (competitive) machine installation reports and intra-company documents should be held admissible as evidence on a variety of grounds.

Also, that documents based on correspondence or agreements by "co-conspirators" were admissible. For example, one of the government attorneys, Roy Freed, used the USMC-Singer Sewing Machine Co. as a case in point. Singer, according to Freed, agreed with United to produce upper stitching dry thread machinery, with USMC to take others. Between 1910 and 1913 United was making buttonhole machinery. Singer retaliated by forming the Heml Shoe Machinery Co., which offered a broad line of shoe machinery.

The companies remained competitors until the 1919-23 period, during which time Singer closed down or sold out on some of its "competitive" shoe machinery, but retaining the buttonhole machinery, the manufacture of which was ceased by United. Since 1923, stated Freed, there has been no competition between the two firms, and instead there has been active cooperation in marketing each other's products.

On Wednesday the USMA and government attorneys agreed to a recess until approximately next autumn, to allow USMC to prepare the mass of material necessary for its case. However, Judge Wysanski will start ruling on the admissibility or non-admissibility of evidence submitted to date. Once these rulings are returned, both sides will endeavor to fill "holes" left by any deleted evidence.

Wysanski stated that he expected to be invited to make a tour of inspection of the USMC Beverly, Mass., plants, in addition to visiting some shoe factories to aid him in evaluating material pertinent to the case.

## New CIO Union Wins 5 Fulton County Tanneries

The United Tannery Workers Union, recently chartered by national headquarters of the CIO, has become bargaining agent choice for employees of five Fulton County tanneries, three of which are members of the Tanners Assn. of Fulton County which was involved in an 8-month dispute with the Independent Leather Workers Union, formerly Local 202, International Fur & Leather Workers Union.

However, only one of the five companies has as yet recognized the new union as bargaining agent, though details for official recognition are being worked out by the others. The one firm offering official recognition to date is Karg Brothers, Inc., of Johnstown. The other four firms are Bradt Tanning Co., Inc., Filmer Leather Co., Independent Leather Co., and Gloversville Leather Mfg. Co. Independent, Gloversville and Karg are Association members which resumed production Jan. 25 without a contract.

About 50 employees of the Liberty Dressing Co., another Association plant, have formed the Liberty Employees Assn., which the firm has verbally recognized as bargaining agent. This union has decided to remain independent, stating that "we are sick and tired of one-man control." They have organized a 7-man negotiating committee.

More than 600 workers, as compared with the approximately 850 working last June, have returned to their jobs in the struck Association plants. Meanwhile picketing has virtually ceased, though special police and sheriff's deputies remain on duty in event of any outbreak or violence.

## Favors Barefooted Babies

Keep an infant shoeless as long as possible—at least until it starts walking. This was recommended at the 54th annual convention of the New York State Podiatry Society.

Scores of youngsters went through foot examinations in the hands of podiatrists during the convention's opening session. The foot doctors reported that too many of the children were wearing shoes too early, too large or too small. In fact, existence of the happy medium was rare. Besides, others were wearing shoes on wrong lasts, or shoes with appliances prescribed incorrectly or illegally by shoe salesmen.

The conclusion: the longer that infants can keep out of shoes, the better the chance for healthy foot growth.



## Tanners 1st Safety Convention Mar. 28

The special session scheduled for the Hotel Statler, New York, Mar. 28, will mark the first time a meeting exclusively for tanners has been arranged at any safety congress. It will be part of the program of the Greater New York Safety Convention.

The session will be in charge of John N. Russo, of the Allied Kid Co., who is vice-chairman of the Safety Committee of the Tanners' Council. The program will include such topics as mechanical guards for tanning machinery, application of industrial medicine to tanneries, and proven safety measures in tanneries.

## Famed and Defamed



**FRONT-PAGE** story which appeared in the March 8 issue of the *Daily Worker*, mechanical voice-box of the U. S. Communist Party.

## Production Bottleneck Clips W. L. Douglas Sales

Sales of the W. L. Douglas Shoe Co., formerly of Brockton, Mass., now of Scranton, Pa., fell from \$8,260,016 in 1948 to \$5,277,742 in 1949. The drastic drop, stated president Joseph Bartlett in the company's annual report to stockholders, "reflected the inability of the company to fill orders, which resulted in large part from the closedown of the Brockton plant."

He said that production at the Scranton factory has "climbed steadily." As production has risen and employees have gained in experience, production costs have decreased. The cost of training new employees prevented Scranton operations from reaching a profitable level in 1949. "But there is every reason to expect profitable operations this year," said Bartlett, "if sales permit the Scranton plant to operate at a reasonable percentage of capacity."

Until the Scranton plant is able to fill orders for all styles and price ranges of Douglas shoes, the company will continue to buy some of its retail store needs from outside producers.

# Daily Worker

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New York, Wednesday, March 8, 1950

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## CIO Aides, Thugs Try to Break Tanners' Strike

By Bernard Burton

National CIO representatives have joined hands with deputized strikebreaking thugs in an effort to smash a 10-month strike in Gloversville, N. Y. What could not be accomplished by a brutal lockout of 1,000 tannery workers, starvation, boss-inspired splitting attempts, beating, tear gas, framed arrests and even a bombing, has now been undertaken by CIO officials.

Two sources knew of the CIO strikebreaking plot before anybody else—national CIO and the bosses who belong to the Tanners Association. What's more, about two weeks ago all the other bosses in the industry were told about it.

The leather industry magazine, *Leather and Shoes*, in its issue of Feb. 25, informed the employers: "Fulton County tannery strike due to take on new twist. National CIO expected to declare war openly against Independent Leather Workers Union, formerly International Fur and Leather Workers, CIO affiliate which still receives financial and organizational aid from IFLWU."

The magazine also pointed out that the back-to-work "drive" was launched with full knowledge of Philip Murray, CIO president, who has marked IFLWU for expulsion from CIO.

## THE INTERNATIONAL SHOE AND LEATHER WEEKLY LEATHER and SHOES

VOLUME 119  
NO. 8

IN TWO SECTIONS  
SECTION 1  
FEBRUARY 25, 1950

**Fulton County tannery strike due to take on new twist.** National CIO expected to declare war openly against Independent Leather Workers Union, former International Fur and Leather Workers Union, CIO affiliate, which still receives financial and organizational aid from IFLWU.

**CIO organizer now in Glove Cities** reported to have signed up nearly 300 workers at 15 of 17 member plants of Tanners' Association. Drive launched with full knowledge of Philip Murray, CIO president, who has marked IFLWU for expulsion from CIO. When right wing campaign, to sign up Fulton County leather workers, comes into the open, it will indicate IFLWU expulsion is at hand. Ben Gold-headed union has faced ouster from CIO since Cleveland convention last Nov.

**LEATHER EMPLOYERS' MAGAZINE** brags that effort to smash the 10-month Gloversville tannery strike is "due to take on new twist." It brags that the new anti-union "drive" was launched with full knowledge of Philip Murray, CIO president. . . . CIO representatives joined hands with deputized goons and labor-hating employers to gang up on heroic strikers.

(Note: The *Daily Worker's* president, Benjamin J. Davis, Jr., and its editor, John Gates, were two of the 11 Communists recently convicted in the New York courts, presided over by Judge Medina, on charges of conspiracy to overthrow the U. S. government.)

Two full columns of this story, giving background details of the Gloversville strike, was further presented in the *Daily Worker's* inimitable and unbiased manner.

## Atlas Tack Ordered To File Annual Reports

The Atlas Tack Corp., Fairhaven, Mass., suppliers to the shoe industry, has had action brought against it by the U. S. Securities and Exchange Commission to force the company to file annual and quarterly reports in compliance with reporting requirements of the Securities Ex-

change Act of 1934.

The action seeks to compel the company to also correct other reports filed by it in deficient form. According to the complaint, Atlas Tack failed to file annual reports for 1948 and 1947, and that those filed in 1945 and 1946 contained deficiencies which the company did not correct after being notified by the Commissioner.

### 300 Shoe Mfg. Firms Ask Shoe Learner Rates

Three hundred shoe manufacturing companies have applied to the Wage and Hour Division for shoe learner certificates to be filed in order to obtain the learner rates which will be decided upon shortly. The entire list of these firms have been published in the Federal Register to be issued March 9.

Both the National Shoe Mfrs. Assn. and the unions have obtained copies on loan for distribution to member units.

The hearing in Washington was adjourned after only five days of resumed hearing, to sometime early in the week of March 20. No official reason was given for the adjournment, but the period of recess coincides with the annual election period of the United Shoe Workers of America, CIO. The union was the party which requested the recess.

When the hearing recessed, the union was seeking to show by testimony of CIO economists and others, that the price of shoes would not rise appreciably if learner certificates are refused to shoe factories generally.

### Jan. Dept. Store Shoe Sales Down 2.4%

Retail prices of shoes sold in the U. S. in about 100 department stores during January showed an average drop of about 2.4 percent as compared with January, 1949, according to the report of the Bureau of Labor Statistics.

This fact was revealed in a special study of ten major items sold in department stores and used by the stores in computing federal income taxes.

About 15 kinds of men's, women's and children's shoes, plus work shoes, were covered by the study of inventories and price indexes. The index 100 was based on January, 1941. For shoes, the index stood at 196.2 in Jan., 1949; at 192.7 in July, 1949; and at 191.5 for Jan., 1950.

### Mass. Shoe-Leather Workers Urge Strike Pay

Bills filed in the Massachusetts Legislature by the International Fur & Leather Workers Union, CIO, and the Mass. State CIO, urge that workers on strike receive benefits out of the Unemployment Compensation Fund beginning with the fifth week of any strike within the state.

At a hearing, the bills were hotly contested. George F. Markham, legal counsel for the state IFLWU, argued that the strike benefits would act as

a tool to fight an organized employers' movement to break down wage standards and depress unions. He called on the State to "speak up, at least to say there won't be starvation!" He said that the strike benefits would help to balance the scales between employers and employees.

Kenneth J. Kelley, legislative agent for the Mass. Federation of Labor, favored a modified bill he had filed to give benefits to "innocent victims" of strikes. This would apply, he said, especially in the shoe and textile unions where there are a number of crafts in the same union. If one particular classification goes on strike, other classifications in the same union are shortly effected and are out of work as innocent victims. He cited such cases in the shoe industry. He recommended a hike in the 2.7 percent maximum employer contribution to bring more money into the state unemployment fund, but vigorously

opposed further employee contributions.

Edward F. Connelly, legislative counsel for Associated Industries of Mass., blasted the proposed legislation, said it was asking employers to "subsidize a strike against themselves."

Albert G. Clifton, legislative agent for the Mass. State CIO, said that such benefits would help curb strikes—but that strikes wouldn't occur in the first place if employers didn't want to depress wages or break up unions. He said he wouldn't object starting payments after seven weeks of strike instead of four.

Other unions, including the United Packinghouse Workers, CIO, supported the bills. Opposition was supported by several organizations.

One witness, affiliated with the neither side, said that the chief fault was the 0.5 percent minimum employer contribution and the abolition of employee contributions too soon. He

## COMPARATIVE LEATHER PRODUCTION FIGURES

### CATTLEHIDE LEATHERS

(In 1,000 hides)

	Total Cattle Hides	Sole	Upper	Belt, Mechanical	Harness Saddle	Bag Case, Strap	Upholstery	All Others**
1939	22095	7833	12124	531	477	387	510	233
1940	21070	7032	11582	675	524	382	601	272
1941	28121	9080	15600	1064	650	581	699	448
1942	30828	10432	15598	1213	637	936	386	1625
1943	25656	8290	13073	1292	632	800	231	1338
1944	26152	8420	13002	1439	613	629	232	1818
1945	27586	8525	14567	1324	556	572	272	1750
1946	26905	8510	14057	1158	510	827	378	1465
1947	28824	8924	15529	1134	440	813	529	1455
1948	26070	8016	14213	1004	270	760	594	1213
1949—								
Jan.	2073	539	1231	74	22	55	41	111
Feb.	2124	589	1234	78	20	56	35	112
Mar.	2163	616	1229	69	23	63	37	126
April	1891	568	1049	70	21	57	37	89
May	1942	573	1095	70	19	59	44	82
June	1976	565	1159	55	20	55	38	84
July	1865	410	931	48	19	48	38	72
Aug.	1982	568	1164	61	17	57	35	80
Sept.	1959	497	1201	62	18	65	34	82
Oct.	1870	452	1160	58	18	63	35	86
Nov.	1868	479	1128	54	15	63	42	87
Dec.	1999	530	1200	57	15	58	45	94

\*\*Data from 1942 forward not directly comparable with previous data.

### CALF, KIP, GOAT, KID, SHEEP AND LAMB LEATHERS

(In 1,000 hides)

	Calf, Kip	Goat, Kid	Total Sheep, Lamb	Sheep Leathers Glove, Garment	Shoe	Shearings	All Others
1939	14027	40419	38914	18420	11604	2563	6327
1940	11387	37697	37920	17725	9956	3322	6907
1941	13093	45373	51915	22542	14166	5779	9426
1942	12264	41127	53629	19459	14983	9596	9591
1943	11112	37521	59315	20415	15474	11219	12216
1944	10930	34653	53976	20370	15040	6690	11876
1945	11638	24028	52450	17294	17153	6508	11495
1946	10836	24123	47999	15781	13349	9923	8918
1947	12471	37188	38535	11265	12498	5409	7363
1948	10480	37970	33492	10419	11392	4993	6688
1949—							
Jan.	943	3013	2584	731	1029	255	516
Feb.	886	2982	2537	654	1092	312	479
Mar.	947	3457	2463	713	963	296	491
April	766	2859	2154	672	748	270	484
May	797	2764	2214	731	696	307	480
June	877	3018	2419	828	723	368	500
July	571	2364	1834	554	606	348	326
Aug.	867	2730	2619	673	915	515	482
Sept.	831	2997	2532	698	839	476	519
Oct.	886	2956	2694	905	800	470	519
Nov.	861	2747	2691	836	869	472	515
Dec.	937	2787	2134	491	790	376	477

urged a comparative study of the New Jersey and Mass. unemployment compensation systems. While Mass. collected \$471,000,000 from the out-set of the fund to June 30, 1949, N. J. collected \$780,000,000. During the period, Mass. paid out \$327,000,000, while N. J. paid out \$335,000,000, leaving Mass. with only \$144,000,000 on hand as against \$444,000,000 for N. J.

### Argentina Reports Hide, Skin, Quebracho Exports

Argentina exported 132,290 tons of quebracho during 1949, a decline of eight percent from the 144,013 tons exported in the previous year, the Argentine Govt. reports. Sales of quebracho extract during Nov. and Dec. of last year set a new record for a two months period at over 50,000 tons.

Despite this, sales, which had increased sharply in late 1949 following the announcement of new exchange rates, fell at year's end. Trade circles attributed the decline to rumors of a new price reduction in early 1950. To date, prices have proved firm.

Sales of hides during 1949 were higher than in any year since 1926, with orders booked for the future exceeding 500,000 units of frigorifico

and other hides. Shipments of salted ox hides totaled 5,357,751, a gain of 902,000 over the 4,455,775 hides shipped in 1948. Gains were reported in dried ox hides and salted calfskins as well. However, exports of dried calfskins, sheepskins and goatskins fell below 1948 levels. Following are comparative figures:

	In 1949	In 1948
Salted ox-hides .....	5,357,751	4,455,775
Dried ox-hides .....	650,018	626,289
Salted calfskins .....	2,584,187	1,472,488
Dried calfskins .....	246,004	304,609
Salted horsehides .....	282,888	214,423
Dried horsehides .....	69,076	65,179
Sheepskins, in bales ..	32,041	34,796
Goatskins, in bales ..	2,945	3,708

### Rubber Vs. Leather Soles Studied by Army

The Army is readying a year-long series of comparative tests on rubber and leather soles. More than 1,000 GI's will be used as subjects for the tests. About a dozen different types of rubber and nuclear soles will be used, and a half dozen specially prepared leather soles.

The Army is seeking not only economies in soling materials, but also such factors as comfort, foot health, thermal values, etc. The tests will be under the auspices of the Research and Development Branch of the Army QM Corps. The soles will be tested under various climates and actual military service conditions.

### Shoe Industry Employment Jumps 17,000 In Dec.

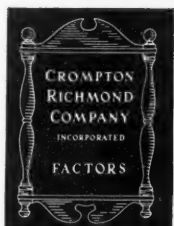
A strong upsurge in footwear industry employment occurred during December, when 249,700 were at work as compared with 232,900 in November, a gain of 17,000, the U.S. Labor Dept. reports. Of these, there were 225,000 production workers in December, 208,700 in November, compared with 224,300 in October.

Employment in the rubber footwear branch remained fairly stable, with 27,100 in December, 27,000 in November, and 26,400 in October. Of these, production workers numbered 22,200 in both December and November, and 21,500 in October.

The Labor Dept. also noted the trend continuing into January, 1950, commenting: "An increase in shoe production raised hours and earnings in the leather and leather products industries." Average weekly earnings went from \$41.96 in December to \$42.67 in January, with the work week enlarging from 37 hours to 37.3 hours for January.

*Correction:* We regret the wrong by line on Page 41, L&S, Feb. 25, 1950. It should have read "Dorothy Adams."

## TIMING—THE BIG PROFIT FACTOR



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# SPOT News

## Massachusetts

● A creditor's petition in bankruptcy has been filed in U. S. District Court at Boston by three companies against the **Bilt-Rite Footwear Co., Inc.**, 17 Hermon St., Worcester. Total claims of the three petitioners are \$3,250. Petitioners are Duchin Stern, Inc., \$1,000 for merchandise sold and delivered; Bilt-Rite Footwear Sales, Inc., \$2,000 for a loan; and Abraham Sandberg, \$250 for accounting services.

● A reported meeting of creditors against **Howard & Foster, Inc.**, Brockton mfrs. of men's welts, was held on Feb. 23.

● Timely discovery of a small fire at **Benz Kid Co.**, Lynn, was discovered in time to prevent a serious blaze from developing.

● **Bixby Box Toe Co.**, Haverhill, reveals it has more than doubled production of high grade box toes in the past year. The firm manufactures box toes for lined and unlined shoes.

● **Leader Heel Co., Inc.**, has been organized to manufacture heels, top-lifts and other shoe products in Lynn. Samuel Grob is president and treasurer, Louis J. Furash is clerk and Jeane Phillips is director.

## New York

● Date and place of the annual convention of the **North American Shoe Supts. & Foremen's Assn.** has been changed. The affair will take place on May 12-13 at the Commodore Hotel, N. Y. C.

● **Coronation Ladies' Footwear Corp.** has taken over the plant of the **Meth Shoe Corp.**, 69 Wooster St., N. Y. C., recently dissolved. The new firm is headed by Joseph Latimer and will produce low-priced Californias. Sid Meth is sales manager for Coronation.

● The **Foot Culture Shoe Co.**, Brooklyn, exhibited its films on construction of orthopedic shoes and techniques used on orthopedic problems, at the convention of the Podiatry Society of the State of New York.

● The **Athena Shoe Corp.** has been formed in Long Island City, where it will manufacture women's shoes.

● The **Vocraft Shoe Corp.**, Brooklyn, has changed its name to **Elias & Bender**.

● The **Eastern Footwear Corp.** has moved its N. Y. C. sales offices from 39 W. 32nd St. to Suite 7605 Empire State Bldg.

● **Starlet Footwear Co.**, N. Y. C., reported an involuntary petition in bankruptcy. Petition was filed by the **Atlas Corrugated Case Co.**, **The City-Wide Carton Co.**, and **Braude Bros. Tanning Corp.**

● **Richcraft Bags, Inc.**, has been organized to manufacture a line of \$7.50 to \$12.50 calfskin handbags. The new firm, under owners David Rich and Louis Fader, is situated at 168 Madison Ave., N. Y. C.

● **Flex Step Shoe Corp.**, Philadelphia wholesaler, has opened a New York office and showroom at 146 Duane St.

● **Leather Finishing Corp.** has been organized to process leather in New York City. **Abraham Maranow** is principal. Address is 305 Broadway.

● **Fairhill Tanning Corp.** has been organized to manufacture leather in New York City at 110 East 42nd St. **Bernard Jacobson** is principal.

● The Guild of Better Shoe Manufacturers and the New York Shoe Board of Trade have completed tentative plans for joint sponsorship of a **New York Fashion Shoe Week** beginning May 1. Showings will be made independently by individual manufacturers at places of their choosing.

● The **George F. Johnson Foundation, Inc.**, has been chartered as a memorial museum by the State Education Dept. of New York. The organization will convert the Endicott home of the late co-founder of **Endicott-Johnson Corp.**, into a historical museum to house personal docu-

ments, photos, and other material telling the story of Johnson's life and development of the shoe industry in the Triple Cities of Endicott, Johnson City and Binghamton. **George F. Johnson, Jr.**, is a director.

● **Desco Shoe Corp.**, Long Island City, has made arrangements to supply a line of snake handbags for coordination with its new spring line of snakeskin casuals. The handbags are being furnished by **Sterling Handbag Co.**, Brooklyn.

## North Carolina

● The Greensboro Merchants Assn. together with the city's vocational education department is sponsoring a course in **retail shoe selling**. Classes of the six-lesson course will be held in shoe department of local stores.

## Pennsylvania

● **Barsh Bros.**, Philadelphia footwear wholesaler, has moved its headquarters from 22-24 5th St. to 119 N. 4th St.

● The **Eberle Tanning Co.**, Westfield, has returned to a five-day week production schedule after a period of four-day operations.

## Missouri

● The Hamilton plant of **International Shoe Co.** will begin production on March 13 instead of mid-April as previously announced. **P. E. Stadler**, gen. supt., said it had been possible to assemble necessary machinery, equipment and materials to begin production earlier. Hard-sole house slippers for men, women and children will be made here, the second unit of the firm producing this type shoe.

## Canada

● Retail sales in shoe stores across Canada advanced 12.4 percent in dollar volume during Nov. as compared to Nov. 1948. Sales for the first 11 months of 1949 were up 3.5 percent. Production of leather shoes in the month totaled 3,075,598 pairs, a decrease of two percent from the 3,124,266 pairs turned out in Oct., 1949 and two percent more than the 3,008,883 pairs produced in Nov., 1948. Output for the first 11 months of the year totaled 33,744,557 pairs, a gain of 14 percent over the 29,622,796 pairs turned out in the same period a year ago.

MORE NEWS STARTS ON PAGE 34

SOLID	LIQUID	POWDERED
<h1>QUEBRACHO</h1>		
BUENOS AIRES ARGENTINA	CAMPOS Y QUEBRACHALES PUERTO SASTRE, S. A. PUERTO SASTRE, PARAGUAY	ASUNCION PARAGUAY
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Sodium Bisulfite, Anhydrous  
Sodium Bifluoride  
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Sodium Sulfide  
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# DEATHS

## Edward G. Zeller

... 80, prominent Buffalo tanner, and president of G. F. Zeller's Sons, died at his home in the same city on Feb. 28, after a short illness. The tanning firm was founded by his father, the late G. Frederick Zeller. Edward G. entered the firm in 1890, later became president. He was active in Buffalo's civic affairs, formerly served as parks commissioner and also as a member of the Buffalo Board of Education. For 17 years he was a member of the Buffalo Planning Board, and also served on the board of managers of the Buffalo State Hospital. He is survived by two sons, G. Frederick and Edward G., Jr., a daughter and five grandchildren.

## Joseph A. Earle

... 93, of Whitman, Mass. Well-known as a former foreman in shoe factories in that area. A direct descendant to the family of Martin Luther. He is survived by a son John, a sister, Mrs. Margaret Black, a grandson and several nieces and nephews.

## C. Lawrence Muench

... 55, of Belmont, Mass. President of the Hood Rubber Co., a division of the B. F. Goodrich Co. A graduate of Amherst college, class of 1915, Mr. Muench joined Hood in 1918, rose to the post of executive vice president in 1939 and president in 1940. In World War II he was industry member of the Regional War Labor Board. He was president of the Associated Industries of Mass. and a former president of the Boston Chamber of Commerce. The day before he died he was elected a director of the National Shawmut Bank of Boston. He was a member of the Algonquin Club, the Oakley Country Club, both of Boston, Delta Kappa Epsilon, and vice president of the Amherst Alumni Assn. Surviving are his widow Marie; his mother, Mrs. Jena L. Muench, and a sister, Mrs. Harold G. Storke.

## William B. Barkley

... March 5, in Newton Centre, Mass. He was for 36 years foreign auditor with the United Shoe Machinery Corp. He was a junior warden at Trinity Church, Newton Centre, and a member of the Sons of the American Revolution and the Brae Burn Country Club. Survivors include his wife, a son, William H., and two grandchildren.

## Perley Kenney

... 57, Lewiston, Me., widely known shoe designer and model maker, died March 2 after a brief illness. Born in Lynn, Mass., he was well known in the industry there before moving to Lewiston 20 years ago to become connected with the Shapiro Bros. Co. He was a member of several Masonic lodges, Cora Shrine Temple, and Lewiston Lodge of Elks.

Survivors include two daughters,

Helen and Betty Jane; three sisters, Mrs. George Lordi, Mrs. Philip A. McKeon and Miss Gertrude Kenney.

## Henry M. Willits

... 75, of Reading, Pa., died Mar. 4 at his winter home in St. Petersburg, Fla. For many years a shoe manufacturer in Birdsboro, Pa., he was for 30 years head of the Willits Shoe Co., Inc. From 1933 until his retirement in 1948, he was a director and president of the First National Bank of Birdsboro, a member of Masonic groups, and participated actively in civic and community affairs. Survivors include his widow, Mrs. Katherine Linderman Willits, a son, Henry D. and a daughter, Mrs. Esther Kellum.

## Charles Otis Timson

... 89, Lynn, Mass., retired shoe manufacturer, died March 2, as a result of injuries sustained in a fall Feb. 27. A lifelong resident of Lynn, he was acknowledged the dean of Lynn shoe manufacturers. Associated in the manufacture of shoes all his life, he operated the business which was established by his father in 1859. He retired about a year ago. Exceptionally well known throughout New England, Mr. Timson collaborated in the development of the O'Sullivan rubber heel.

Survivors include four sons, Frederick H., George E., Louis E. and Chas. R.; a brother, Roy, and a sister, Miss Jessie Timson, both of Lynn.

## Mrs. Eugene Bartoli

... head of a shoe manufacturing business founded by her husband, the late Eugene Bartoli, died last week at her home in New York City. She was 68, was born in Italy. She is survived by two sons, Anthony and Eugene, Jr., and a daughter and sister.

## Edward Merner

... 89, New Hamburg, Ontario, shoe manufacturer, and founder of the Hamburg Felt Boot Co. He founded the business 52 years ago. In 1937 he retired, turning the business over to three nephews. He maintained an office in the plant under eight weeks ago when he became seriously ill.

## William S. Evans

... 75, veteran shoe salesman of the Brown Shoe Co., St. Louis, covering Arkansas and vicinity for the past 30 years, died at his home at Benton, Ark., last week. He is survived by his widow, a brother and several nieces.

## Oscar H. Plotkin

... 52, president of five luggage companies, died at Phoenix, Ariz., on Mar. 2, after a long illness. He was president of the Oshkosh Trunk & Luggage Co., Oshkosh, Wis.; S. Dresner & Sons, Inc., Indestructo Luggage Co., Gladstone Case Co., all of Chicago. Surviving are his widow, Pearl, two sons, Samuel and Jay, a daughter, a brother and sister.

(Other Deaths, Page 38)

# PIERSONNIE

▲ L. B. Hollander will be the superintendent of International Shoe Co.'s new Hamilton, Mo., factory. He was formerly superintendent of the company's Sullivan, Mo., plant and prior to that was a house slipper manufacturer in the East.

▲ J. H. Mueller, formerly of International Shoe Co.'s Richland, Mo., factory, will be foreman of the cutting and fitting depts. at the company's new Hamilton, Mo., factory. Walter E. Hinds, from the El Dorado factory, will have charge of the lasting and bottoming rooms.

▲ Holland-Racine Shoe Co. has named five new sales representatives. **George Dalman** will cover Western N. Y. and Pa.; **John Bowman**, Texas and Okla.; **Harold Buter**, Iowa, Nebraska and Colorado; **R. H. Peek** and **Robert Hirsh**, California, Arizona and Nevada. **Peek** will also manage the company's Los Angeles warehouse, assisted by **Hirsh**.

▲ **Al Jacobs** has been appointed salesman for Detroit, Philadelphia, Indianapolis and parts of the southeast for Brief Shoes Co., manufacturers of women's and casual shoes.

▲ **Kenneth C. Ferguson**, secretary-treasurer of the E. H. Fere Co., producer of novelty leather goods, has announced his retirement. He will retain his interests in the Lockport and Canadian plants of the company. He has been with the Fere Co. for more than 30 years.

▲ The March 21 election for president of the United Shoe Workers of America, CIO, will pit **Milton Filker** against the present USWA chief, **William Thornton**.

▲ **Kenneth L. Morgan** has been named sales representative for the Foot Flairs Division of Mutual Shoe Co., Marlboro, Mass. Formerly with International Shoe Co., Morgan will cover Michigan, Ohio and West Virginia, with headquarters in Columbus.

▲ **Fred Ullman** has resigned as Western sales representative for Desco Shoe Corp. He had been with the firm for the past 10 years.

▲ **Walter Austin**, formerly with Unity Shoemakers, Haverhill, has been named packing room foreman of Myrna Shoe Co., Manchester, N. H. He succeeds **Andrew Simaris**, who has resigned.

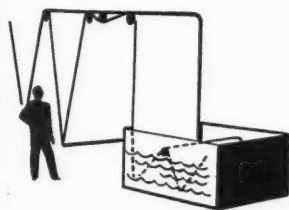
▲ **Edward Ornstein**, son of the late William Ornstein, will carry on the wood heel manufacturing business in Haverhill, it is reported.

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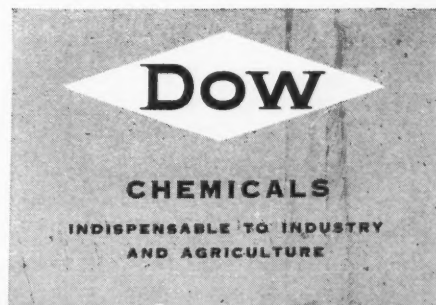
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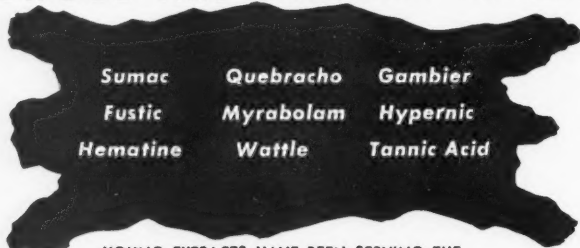
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▲ Newly-elected director of the Orange's YMCA board is **Karl W. Koeniger** of Grange, N. J. Koeniger is vice president of Blanchard Bros. & Lane, Newark, and president of Hackettstown Tanning Co. and of Deco Plastics, Inc., N. Y., and a director of Ashtabula (O) Hide & Leather Co.

▲ **Harold F. Merritt** has been appointed executive vice president responsible for the direction of all activities of the Solvay Sales Division, Allied Chemical and Dye Corp.

▲ Main speaker at the annual dinner and election of the directors of the Chamber of Commerce, Salem, Mo., Mar. 14, will be **Dan Blount** of the public relations department of the International Shoe Co.

▲ The Page Belting Co., manufacturer of Leather Products, Concord, N. H., announces the re-election of **Chas. L. Jackman** as president of the firm's board of directors. Other officers include **Alexander Rennie**, vice president and secretary-treas., and **Philip McInnis**, assistant secretary-treasurer. Others serving on the board include **Louis I. Moulton**, **Arthur W. Stevens**, **Carl G. Gesen**, **G. George Sauer**, **John Swensen** and **Chester R. Messer**.

▲ **Dale J. McKnight**, Summit, N. J., has been appointed sales manager of the Radel Leather Mfg. Co., Newark, N. J. McKnight was formerly with the Lily Tulip Cup Co. of N. Y. He succeeds **R. H. Cudlipp** who has retired due to ill health.

▲ **Dr. Charles Allen Thomas**, executive vice president of the Monsanto Chemical Co., has been elected chairman of the board of directors of the American Chemical Society. Dr. Thomas, president of the society in 1948, will assume his new duties on Jan. 1, succeeding **Prof. Rogers Adams**, head of the U. of Illinois Dept. of Chemistry.

▲ **Henriette Simon**, shoe designer, has opened a new studio at 39 W. 32nd St., New York City. Miss Simon is well-known as a designer throughout this country and in Europe and Australia.

▲ The Great Northern Shoe Co. has appointed **Harry L. Sheehan** sales manager of its volume division. Sheehan has been sales manager of the Sundial Shoe Division of International for the past five years. **Joseph L. Young**, with International for 30 years, has been promoted to sales manager of Sundial.

▲ **W. W. Connell** has joined the Entroth Shoe Co., Toledo, Ohio. He recently resigned as manager-buyer of the Boston Store Shoe Salon, Utica, N. Y.

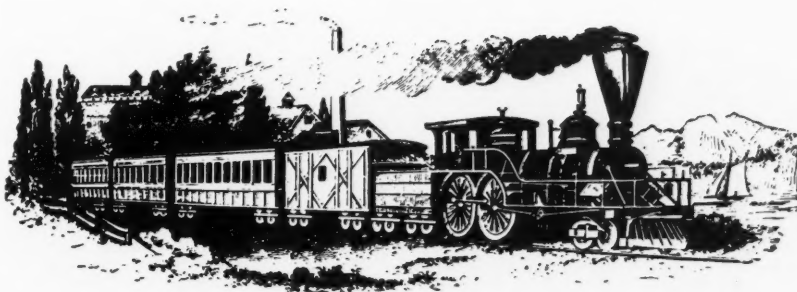
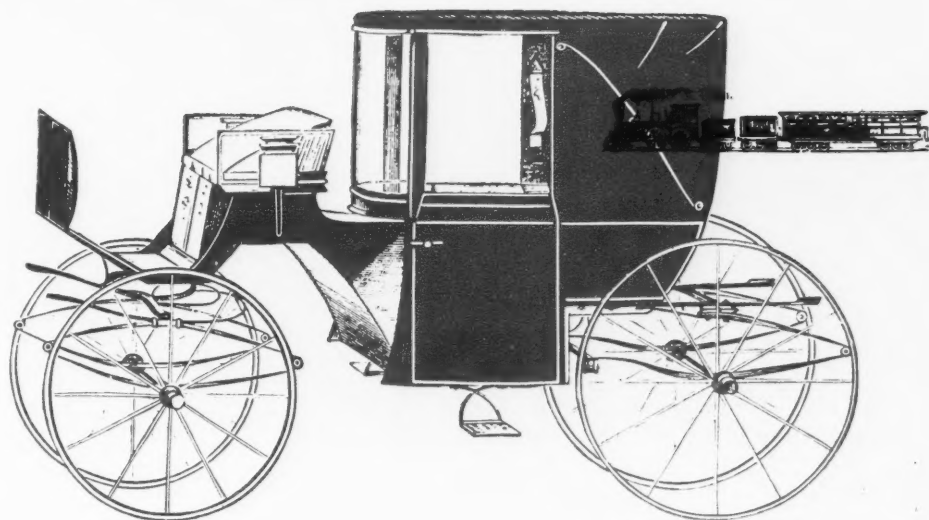
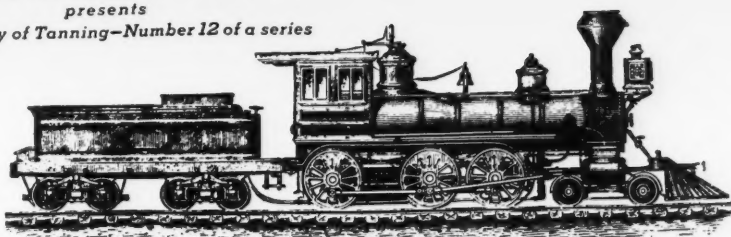
▲ **George H. Potashnick**, former buyer for Titcher-Goettinger Co., Dallas, has been named buyer of women's shoes at **M. O'Neil Co.**, Akron, Ohio. **Clyde Potter** and **Michael McCabe**, both from O'Neil's staff, will handle men's and children's shoes respectively.



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# New Shoe Merchandising For Bigger Volume\*

By Maxey Jarman, Board Chairman

General Shoe Corp.

We've put too much emphasis on standard but shopworn selling methods. We need new merchandising approaches if we're to build volume and consumption.

SOME of you are thinking a person can only wear one pair of shoes at a time. And some of the men's manufacturers can say the bold sole shoes have made shoes wear longer. Maybe, too, the sole leather tanners might point out that nuclear soles are reducing per capita usage. And someone else might say that people are doing less walking these days and more riding.

A person can only use one auto at a time. Yet the automobile companies are setting new production records. And then here's the soap business. You use only one cake of soap at a time. There have been lots of improvements in soap, such as detergents and such like. Yet the amount of soap consumed per capita has greatly increased in the last fifty years.

There has been a good deal of discussion and criticism of the industry on this subject in the trade press and elsewhere. I believe this criticism is good as a stimulant to our thinking. Our primary problem is merchandising. I believe the industry, while not perfect, has done an excellent job in manufacturing efficiency and operates on a basis of low overhead cost and low distribution expense.

## Standard Sales Appeals

One of the sales appeals most frequently used is *price*, or economy, or a bargain because original price has been cut. Retailers have used the price appeal very extensively.

The next appeal that I would mention is that of *style*. Many people in the industry have believed that the avenue to additional volume was in finding new styles of footwear so that we would have something different to offer the consumer. The logic of this approach is that if it's new and



"... Is This Heresy?"

different the consumer doesn't have it, and so there is a sales opportunity. Manufacturers' salesmen have worked this way and retail salesmen have worked this way.

Another general appeal has been *foot comfort*. We usually avoid the use of the word "comfort" because to most of us in the trade that means something for old people that is not fashionable. Appeals based on good fit and good feeling footwear are part of this same classification. It is interesting that nearly every consumer survey indicates that they are most interested in comfortable footwear.

The *health angle* which is kin to the comfort appeal is also used to some extent. There are many corrective types of footwear and others with features and gadgets designed to relieve or prevent foot ills.

Long wear has been used to convince the public to buy one brand or

another. This is primarily an economy appeal. It is especially effective for children's shoes and work shoes, although used on other types too. However, most surveys indicate that men and women are not too much concerned about long wear in their regular footwear. I believe that they take it for granted that they are going to get reasonable wear because of the good experience that they have had in a general way with footwear that the industry has produced.

## Need New Appeals

If we are starting out to find a route to larger volume through better merchandising we must find some new appeals or new methods or new combinations of these old appeals. If we are going to best serve the public to earn a larger share of their dollars we must consider every angle so that we are on a sound basis of operations as well as trying to increase per capita consumption. This industry is very competitive, and I hope it always will be. Competition, however, sometimes develops some unfortunate characteristics as well as having great advantages.

Consider the subject of price. There is a great deal of energy expended in trying to get prices lower than the competitor. This is good if it is done by more efficient operations and by eliminating waste. However, it becomes just a rat race when low-priced shoes are made by reducing the quality.

Someone has said that no shoe is priced so low that someone else can price it lower and make it poorer.

(Continued on Page 23)

\*Condensation of talk before Membership Meeting of National Shoe Mfrs. Assn., Mar. 7, N. Y.

*It's Pure Logic...*



**"U. S. LEATHER" SOLES *promote* FOOT HEALTH**  
**FOOT HEALTH *promotes* CONSUMER SATISFACTION**  
**CONSUMER SATISFACTION *promotes* REPEAT BUSINESS**  
**REPEAT BUSINESS *promotes* GREATER PROFITS**



***Build added pairage with the slogan . . .***

**"FOR HEALTH SAKE, WALK ON LEATHER"**



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 COMPANY.**



# Rawstock Outlook For 1950\*

By Edward L. Drew, Economist

Tanners' Council of America

**T**HE domestic hide and calfskin supply in 1950 will be slightly higher than in 1949, with a total cattle slaughter of about 21 million as against 20.5 last year and a total domestic calf and kip supply of about 13.5 million as against 13.1 million in 1949. We are estimating that the domestic sheep and lamb skin supply will decline again, to about 12 million as against 13.1 million last year.

## Background For Forecasts

When we made these estimates we had only some tentative information as to what the livestock census figures would show for January 1, 1950. We had been led to believe that cattle numbers would be definitely up, that the decline in dairy cow numbers would have come to an end, and that the sheep and lamb population would show a still further drop. We knew that the 1949 cattle slaughter had been unique not only because of the low proportion of cows in the kill but also and mainly because of the sharpness of the drop in the cow slaughter. The year 1949 did not set a record for the low proportion of cows in the kill, 42.9% of the total, but it did set a record for the suddenness of the drop, from 52% in 1948. It has normally taken several years for a change of this magnitude to take place.

The results of this change in the slaughter picture were reflected in the January 1 population figures which have now been released. Cattle numbers increased by two million head in 1949. All this increase took place in calves and cows, the number of steers showing a slight decline. Because of the sharp increase in the cow population we expect to see a large calf crop this year and this includes an increase in dairy calves as well. This should mean some increase in the calf slaughter and forms the basis for our estimated increase for 1950.

With respect to the cattle slaughter, the abrupt increase in cattle numbers in 1950 makes possible some increased slaughter. The current make-up of the cattle population, however, with the expanded number

of cows argues for a heavier cow slaughter but no increase in steer slaughter. The increase in cattle slaughter, which we are forecasting, therefore, should show up in the cow kill and mean more light hides. This change in the kill probably won't show up until after the calving season. Until then, it is probable that there will continue to be a large proportion of steers in the kill.

## Sheepskins Low

The outlook for domestic sheepskin supplies continues poor but there is some prospect that the turning point is not far off. The sheep and lamb population as of January 1 achieved a new low record but the drop from the previous year was only 857,000 head as compared with drops of 3 and 4 million head a year over the previous several years. A significant further indication that the decline in sheep numbers is probably near or at an end is the declining trend in the proportion of ewes in the slaughter.

Back in 1943 some 21% of the sheep and lamb slaughter consisted of ewes. Since then the proportion has been getting smaller and in 1949 only 10.3% of the kill was in breeding stock. Agricultural economists take the view that the turn in sheep numbers cannot take place, normally, unless ewes make up less than 10% of the kill. We seem to be approaching that point now. In any event, the decrease in total numbers in 1949 makes a decline in slaughter also seem likely and we have so estimated.

## Foreign Supply

One final word about the outlook for foreign hide and skin supplies. The most important sector of U. S. dependence on imports is in the goat-skin industry. Last year the U. S. imported some 36 million skins and should be able to import a comparable amount this year. Similarly there is nothing to indicate that we can't import close to the same quantity of sheep and lamb skins as we did in 1949; almost 21 million, including shearlings and other wool skins.

In the cattle hide area last year an expansion of imports and a reduction in exports in the final quarter resulted in a net import position for that period of 123,000 hides. This was not enough, however, to offset the net export movement of the previous quarters so we ended the year with a net export volume of 154,000 hides, the largest net annual outflow on record. A somewhat similar condition existed in the calf and kip foreign trade, except that the year ended with a small import balance of 47,000 skins.

The important factors which made for a reversal of trend in our foreign trade picture in the latter part of 1949 were the effect of devaluation on foreign ability to buy, and the reduction in the prices to the U. S. of some types of hides by Argentina. Currently another factor is entering the picture, that of drought conditions in Argentina and Uruguay which may, if they continue, mean a drought slaughter similar to what we went through in 1934. This factor is not yet a certain one since rains still could rescue these herds from an enforced liquidation.

## Sees Freer World Trade

Some of the impediments to a freer world trade are slowly giving way. The price changes put into effect by Argentina last year, the discontinuance of bulk buying by Britain, the increasing of export quotas on calfskins and horsehides by France, all are straws in a wind blowing in the right direction. Whether the slight encouragement or promise at the beginning of the year will be fulfilled remains to be seen.

Perhaps the most that can be said is the need for dollars and the curtailment of U. S. financial assistance may aid the offering and sales of raw materials to the U. S. Until a free market prevails more widely there cannot be any real basic improvement. In any case, it seems reasonable that the problems of securing necessary foreign supplies will be no greater in 1950 than they were last year and perhaps may diminish during coming months.

\*Condensation of talk before Membership Meeting of National Shoe Mfrs. Assn., Mar. 7, N. Y.

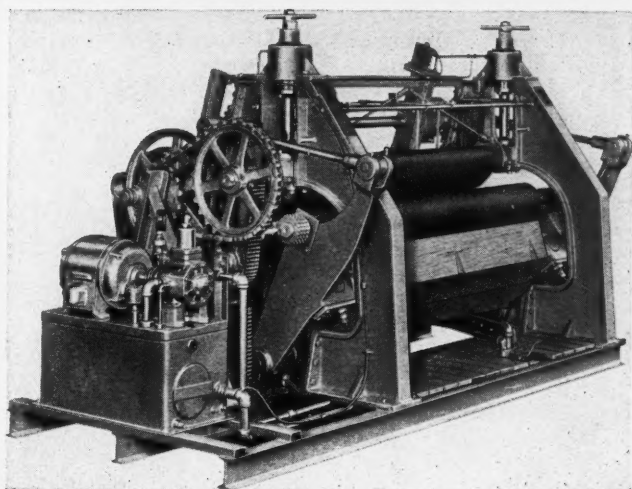


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**UNITED SHOE MACHINERY CORPORATION**  
**BOSTON, MASSACHUSETTS**

## Jarman . . .

(Continued from Page 18)

There should of course be different grades of footwear to suit the economic conditions of all classes of customers. But low prices by themselves are not the answer to better serving the public or to a larger share of the consumer's dollar. As a matter of fact, the consumer doesn't buy price—he buys what the product will do for him.

### Styling Policies Wrong

Styling policies of our industry have probably created even more problems than the pricing matter. The emphasis has been on more new styles and greater variety in styles. When business slacks up the hunt is on to find some new numbers to put in to pep up sales. Let us look at some of the adverse factors that have resulted from this situation:

1. The greater variety and rapid changing of styles has made it extremely difficult for the supplier of raw materials to function efficiently and give prompt service.

2. We have considerably increased the cost of manufacturing shoes due to frequent changes and short runs, and this extra cost has not meant extra value in the merchandise produced.

3. We have made it impossible for the average retailer to properly merchandise his stock. An enormous stock of shoes is required for a retailer to have a reasonable range of sizes and widths in any considerable percentage of the varieties of styles that are offered him. The great majority of retailers do not have enough volume or enough capital to justify such an enormous stock. The result is usually a compromise with a sketchy range of sizes and widths in a fair assortment of types of shoes. Even then his turnover is low and markdowns are frequently high.

4. The consumer is unhappy because all too often he or she cannot find the right size and width in the particular pattern that he has seen advertised and wants to get.

5. Furthermore the consumer sees such a great variety of patterns, lasts and colors and sees them change so often that there is very little knowledge as to what is authentic or correct fashion to match the costume and the occasion.

These factors are serious problems. I am not suggesting that it would be possible for us to do without the ap-

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peal of fashion or price, but there are some very successful industries that do not stress price appeal and that by the nature of the industry are unable to stress fashion. They have been forced to find other appeals and in finding some successful appeals they may furnish us with some ideas that we in this industry can use to good advantage.

I believe that our general problem is how to focus more public attention to what the right kind of footwear can do for a person and at the same time to have the industry on a sound basis for everybody concerned. The suggestions here are primarily to stimulate further discussion and thinking on this whole subject. I am convinced that there are some good possibilities for extra volume and profit in some new approaches to these merchandising problems. The following points are proposed:

1. The low price appeal should be soft-pedaled, chiefly because it is ineffective.

2. We should revise our style appeal. This basic approach should be authenticity. New styles just because they are new and different should be discouraged.

#### Style Authenticity

I realize that what I am saying is probably considered as heresy by a great many people in the industry. Many have been used to thinking that our salvation was in getting a new style, something different from last week, something with the touch of tomorrow. And when business was not good we figured it was because we didn't have enough new things. And when a new shoe comes in the retail store, the retail salesman grabs it and says to his next customer "Here's something new that just came in this morning." And so markdowns accumulate, and the increased business does not develop and the frenzy for something new starts again.

We already have in the industry some tools on this subject of promoting fashion authenticity. The standard color card work that has been done is good, but can be made more effective. The promotion campaign on seasonality is also doing good work in this same direction. The emphasis in all trade association publicity can be directed more toward what is authentic than toward newness as such.

I can conceive of a situation in which for each of the four seasons of the year there is established, after study and discussion, what are the correct patterns and the correct colors for that season for various occasions and to match the rest of the costume. There should also be sufficient variety of types to take care of the different ages and types of customers. But it would be entirely possible to have only a limited number of authentic correct shoes and colors. When the same season rolls around next year, perhaps some of the same patterns would be included but the changes are that they would have some changes and improvements, and that there would be some replacements. The emphasis should be that to be properly dressed the consumer must have the authentic shoe for that season of that year for the occasion and to coordinate with other apparel.

This program would accomplish two important results. The public would be much more shoe-conscious, and much better informed as to what was fashionably correct. The retailer could better serve his customers because he would have fewer numbers to carry, would know what items he should have, could fit his customers better, and reduce his markdowns.

Shoes need more classification analysis so that they can be better designed, manufactured, sold, bought and merchandised in a more scientific way. Watch for developments along this line.

This subject of authenticity would make design work by our industry more important than ever. Even though it would be even more necessary to get each one as right as possible and to coordinate the authentic trends throughout the industry.

There is no use in kidding ourselves. Too many manufacturers have been crying for too long about how their shoes were copied to justify any claims that there are exclusive designs. It is amazing how quickly a chain store or some other retailer can get a high-priced number copied and at a low price. Those leading fashion manufacturers have led because of their skill in shoemaking and their adherence to standards of quality in their specifications. I believe that their effort to keep away from others in designs has cost them a lot of money and given their retailer customers a lot of headaches.

Some of the most successful manufacturers of high-priced shoes have not followed this route, but have been on a much sounder basis. One of these recently made a statement that each season more than 90% of their volume will be on patterns that were good in the previous season. In my opinion the higher priced manufacturers would benefit very considerably by joining in a program of pushing authenticity and especially in connection with the next proposal that will be made.

#### "Feel Appeal"

3. This next proposal has to do with broadening the appeal to foot comfort. To identify it, I am going to call it the feel appeal. The strongest appeal we can make is to the general over-all feeling that depends to a considerable extent on the right kind of shoe.

When I say proper footwear in sound condition, I mean the right type of last for the foot, the right size and width, the right pattern for the

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<h1 style="margin: 0;">QUEBRACHO</h1>		
BUENOS AIRES ARGENTINA	<b>SOCIEDAD FORESTAL DE PUERTO GUARANI, S. A.</b> PUERTO GUARANI, PARAGUAY	ASUNCION PARAGUAY
<div style="background-color: black; color: white; padding: 5px; font-weight: bold; letter-spacing: 0.5em;">IMEX CORPORATION</div>		
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*United's New Heel and Edge Stain*



**USMC** announces SUPERFIL STAIN for heels and edges — a new edge finishing material in all popular shades with the finest fill and lustre ever available.

Made from a new formula and by a completely new method, SUPERFIL combines more plus advantages than other edge inks: It's easily applied by machine or hand. A high solid content leaves a well filled foundation for easy setting. Drying time is quick — coverage uniform and spread is economical. SUPERFIL provides a high style finish to all types of heels or edges.

If you haven't yet used SUPERFIL, you owe it to yourself to try this modern finish. You, like the many present users, will be pleased with the appearance of your heels and edges.

### Only SUPERFIL Gives All These

- Good mileage — easy application
- Excellent fill
- Uniform color
- Fast drying
- Easy setting
- High lustre
- Flexible — durable
- Machine or hand application
- May be used one-set or two-set over regular fillers (or over a primer as a two coat — one-set operation)
- Thoroughly tested

## UNITED FINISHES

PRODUCTS  
OF

**B B CHEMICAL CO.**

FINISHES FOR UPPERS  
BOTTOMS • HEELS • EDGES

**UNITED SHOE MACHINERY CORPORATION**  
BOSTON, MASSACHUSETTS

use to which it is put. I also mean footwear well constructed, of good materials.

This goes still further. Shoes get all kinds of abuses. When a shoe gets out of line, wrinkled, scratched up, edges dented, leather stretched, it is time for a new pair, regardless whether the sole may have a hole in it or not. Leather pores get clogged up, the insole and lining are affected by perspiration and worn places make it an improper shoe to wear.

There is another phase to the feel appeal of a well-made, properly fitted shoe in good condition. Such a shoe gives a person a sense of emotional well-being. A shabby, rundown shoe detracts from self-confidence, makes for emotional discomfort. Maybe we can apply the term "shoeloppies" to dilapidated footwear. Prosperous looking footwear of the right sort, authentically styled, can do a person's emotions as much good as a good meal can do for his body.

The feel appeal if developed in any general way makes even more necessary such adjustments in our industry merchandising that will put the retailer in a position to carry sufficient sizes and widths to properly fit people. If more emphasis is put on feel,

that will of itself reduce the emphasis on style variety.

Most of us in the industry are primarily concerned about getting more business for our own concerns. Any new plans must be approached from that standpoint. There must be some individual incentive if action develops. The following approaches, however, have possibilities.

We have excellent trade journals in our industry. They have already done good work on this problem but can do a lot more. I hope they will stimulate discussion of this problem. As it is further discussed undoubtedly various units in the industry will see possible advantages in the use of new ideas to get additional business.

Our industry has excellent trade associations. They also have done good work on this subject. Here are three ways in which their efforts are very effective:

A. Continued work on the education and stimulation of their own members in the development of good merchandising methods.

B. A continued strong public relations program. I believe this will be much more effective if the publicity is directed toward fashion authenticity instead of style variety. Add to this the use of the feel appeal. There

are, however, various special devices that might be used in addition. Booklets could be distributed free in connection with publicity releases, or sold to members of the association for distribution. For instance:

A booklet on the care of footwear bringing out the importance of clean footwear in first class condition;

Authoritative fashion charts each season of the year to show authentic shoe styles in proper usage and coordination.

Educational booklets for retail salesmen.

### Let Ourselves Go

We have great opportunities in our industry, and great potentialities, if we will just really let ourselves go and show what we can do.

The people of this country have a lot of money to spend for things they want. They do not want shoes as such, but what shoes will do for them. As we find ways to direct our energies into promotion of fashion authenticity instead of variety, the benefits of shoes that make you feel good all over, clean fresh shoes, we will be on much sounder ground in rendering a service to the public, and in earning a worthwhile return on our investment.

## DERMABATE COMPOUNDS LIQUID EXTRACTS

HEMLOCK • OAK • MANGROVE  
STAINLESS SUMAC • ORDINARY SUMAC  
QUEBRACHO • RAPID TAN "G"  
SPECIAL DIPPING EXTRACTS

**LEATHER**  
YESTERDAY, TODAY, ALWAYS

### AMERICAN EXTRACT CO.

*Manufacturers of the Largest Variety of Vegetable Tanning Extracts*

ESTABLISHED 1887

PORT ALLEGANY, PA.

#### REPRESENTATIVES:

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Getz Bros. & Company, San Francisco, Calif.; New York City

## Overlooking BEAUTIFUL BELMONT HARBOR IN

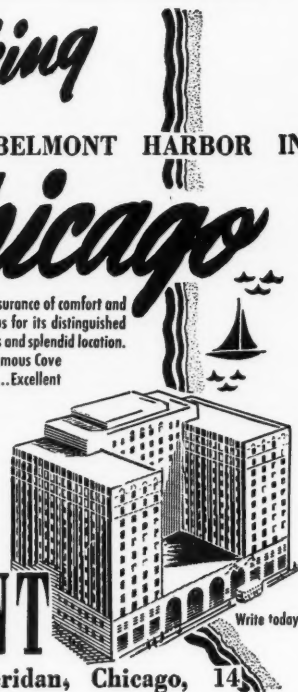
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Hotel Belmont gives every traveler assurance of comfort and elegant service . . . nationally famous for its distinguished atmosphere, beautiful accommodations and splendid location. 700 luxuriously-appointed rooms...Famous Cove Dining Room...Smart Cocktail Lounge...Excellent convention facilities.

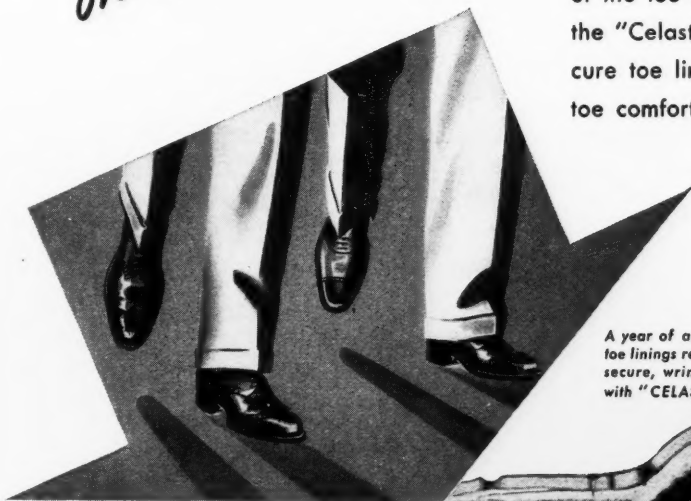
Supervised by  
SECURITIES SERVICE CORP.  
CHICAGO

## Hotel BELMONT

Belmont and Sheridan, Chicago, 14



Here's the  
"Inside Story"  
on Toe Comfort



A year of active wear yet  
toe linings remain smooth,  
secure, wrinkle-free . . .  
with "CELASTIC"



A principal cause of toe discomfort is wrinkled, or loose, toe linings . . . this condition can be prevented by the use of "Celastic"\* Box Toes!

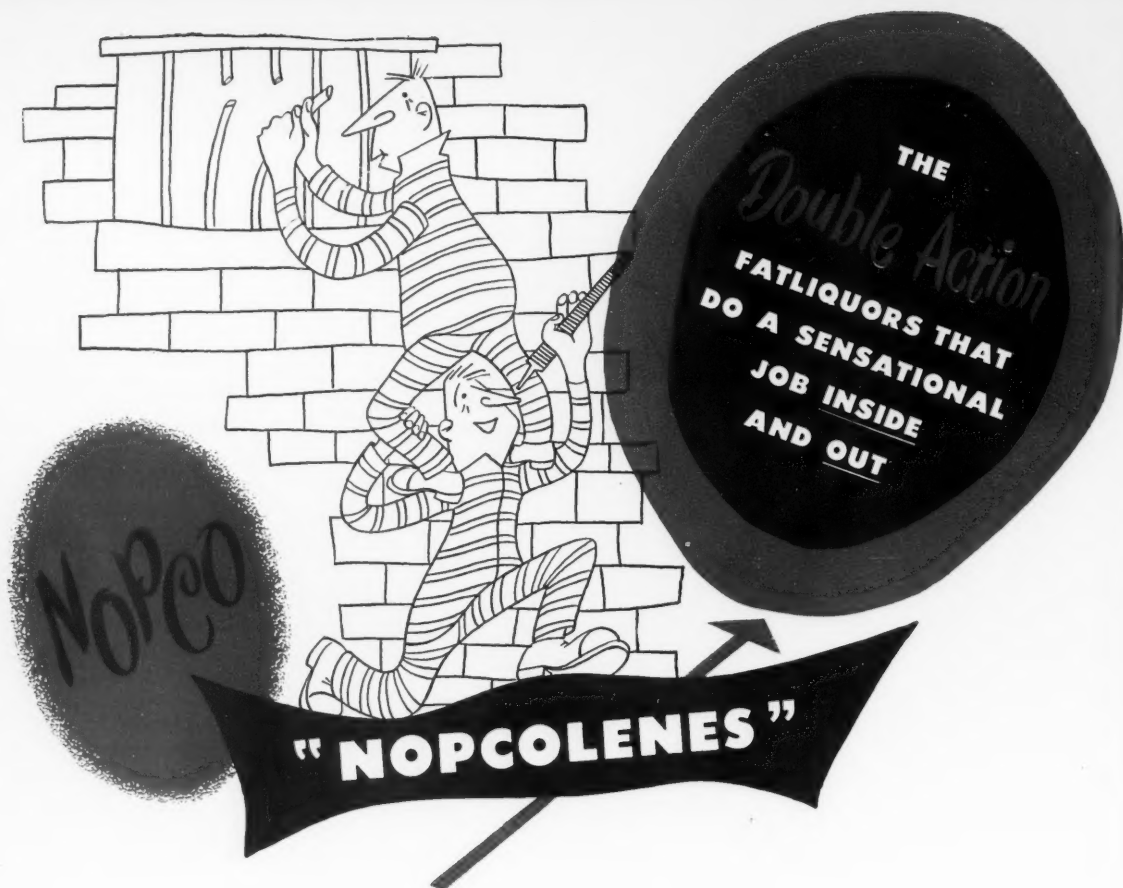
The reason: "Celastic" is a woven fabric impregnated with a plastic compound that fuses together lining, box toe and doubler to form a strong three-ply unit.

Technically speaking . . . when the plastic compound is activated by the solvent, the resulting colloidal solution penetrates the adjoining lining and doubler . . . when the solvent evaporates, the plastic compound hardens, securing itself in the weave of the toe lining and doubler . . . locking them to the "Celastic" box toe. This fusion provides a secure toe lining and a smooth interior . . . assures toe comfort for the wear-life of the shoe.

UNITED SHOE MACHINERY CORPORATION  
BOSTON, MASSACHUSETTS



\*"CELASTIC" is a registered trade-mark of The Celastic Corporation



Nopcolene fatliquors have been specially formulated to do double duty: give excellent surface lubrication, and permit closely controlled penetration. Thus they enable you to obtain leather with *any* degree of surface feel, temper, hand, break and stretch you desire.

And since they combine cationic-nonionic emulsifiers with raw oils, these outstanding fatliquors afford the fulling properties of soap-oil fatliquors plus the ease of handling of sulfated oils.

Note, too, these added advantages—which serve not only to emphasize the superiority of Nopcolenes, but spell profit for you:

#### NOPCOLENES

- are moisture free, resulting in savings in freight costs, handling and storage

- are readily soluble, mix instantly with water

- are always uniform.

Write now for full information about Nopcolenes, the fatliquors that do a *complete* job. Working instructions are yours for the asking. You'll quickly prove for yourself that these exceptional leather lubricants are unsurpassed—provide a sure means of making your good leather *better*.

#### *Nopco Tanning Specialties Include:*

Fatliquors for every type leather  
Leather Sponging Compounds  
Alum Stable Oils and Other Specialty Items

*Nopco Oils make good leather better*



**NOPCO CHEMICAL COMPANY, Harrison, N. J.**

*Formerly National Oil Products Company*

Branches: Boston • Chicago • Cedartown, Ga. • Richmond, Cal.

\*Nopcolene is a Registered Trade Mark of Nopco Chemical Company



# Leather MARKETS

Business generally quiet during Leather Show week. Prices continue generally unchanged with some advances reported in men's weight calf. Sole and sole leather offal slow.

## Sole Leathers

A quiet week in Boston, according to sole leather tanners. This was to be expected with many buyers at Leather Show and interest on upper leathers for the time. Tanners feel they will come in for share of sole business after Show. Encouraging reports from New York lead them to look for revived interest in better quality sole leathers. For the present, however, light bends, in limited supply, are only type to show strong tone. Medium and heavy bends are harder to move despite evident softening in prices of various grades.

Light Bends: 64-66c  
Medium Bends: 54-61c  
Heavy Bends: 50-56c

## Sole Leather Offal

A rather inactive week, report Boston offal dealers and tanners. Slowdown in business attributed to more than Leather Show. Demand for various offal leathers has declined in past three weeks with prices showing definite softness. Both cow and steer bellies continue to sell up to 44c but better sales made at 40-42c. Single shoulders with heads on slower at 50c and down. Double rough shoulders unchanged at 65c and down for wetting stock, 68c and down for wetting stock. Heads and shanks fair.

Bellies: Steers: 40-44c; Cows: 40-44c  
Single shoulders, heads on: Light, 46-51c; Heavy, 40-43c  
Double rough shoulders: 64-68c  
Heads: 21-25c  
Fore shanks: 31-34c  
Hind shanks: 34-36c

## Calf Leathers

Although the Boston market reported inactive, reports from Leather Show indicate fair business with

prospect of more to come. Calf leathers now at in-between season with real business to come soon. However, interest has shifted from lighter women's weights to lighter ends of men's weights. As a result, tanners find prices softer on women's weights but considerably stronger on men's. Some tanners report advances of 1-2c on latter.

Situation expected to materialize more clearly in weeks to come. Suede only fair.

Men's weights: B 90-1.06; C 85-1.00; D 75-94; X 70-84; XX 66c  
Women's weights: B 93-1.06; C 87-97; D 80-92; X 70-86; XX 55-70c  
Suede: 1.10-1.20; 1.03-1.10; 90-93c

## Kid Leathers

Kid leather tanners in Philadelphia continue to report price adjustments. Those who did not increase their prices in the past weeks have finally come around to it; the increase is still a matter of 2-3c depending on the type of kid leather under consideration, and is pretty much the same throughout the industry. Tanners are blaming the rawskin situation. The customers "kick like steers" but pay the prices since business is going along fairly well.

Black is going well in glazed and suede as well as brown and blue in both types of leather. Not much talk of colors just now. Prices are as quoted last week; the \$1.05 on glazed is considered high for black but is just about right for colors. Sales are reported in all price ranges.

Firms producing satin mats are reporting a good steady business to their regular customers. Prices on satins unchanged. No change from last week's volume of business in linings or slipper leather. Nothing reported in crushed.

Suede: 35c-93c  
Linings: 26c-60c  
Slipper: 34c-63c  
Glazed 30c-\$1.05; \$1.10  
Satins: 50c-\$1.10  
Crushed: 35c-65c

## Sheep Leathers

A good week for sheepskin tanners, particularly at the Leather Show. On the spot reports indicate active buying evident in past months continues. Naturals in heavy demand with tanners well sold up for next few weeks, forced to turn away new accounts. Prices firmer than ever here with volume at 16-20c for better grades. Cowboy boot manufacturers account for only part of business. Other shoe manufacturers also active. Grades below 10c, widely wanted by novelty and export trade, hard to find. Col-

## LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1949 HIGH
CALF (Men's HM)	90-1.06	90-1.06	95-1.10	95-1.15
CALF (Women's)	85-1.06	85-1.06	90-1.10	90-1.10
CALF SUEDE	1.10-1.20	1.10-1.20	1.05-1.30	1.05-1.30
KID (Black Glazed)	70-1.00	70-1.00	55-80	70-1.00
KID SUEDE	70-88	70-88	50-75	70-90
PATENT (Extreme)	48-56	48-56	56-66	56-66
SHEEP (Russet Linings)	18-23	18-23	18-20	19-23
KIPS (Corrected)	57-61	57-61	54-60	57-61
EXTREMES (Corrected)	45-53	45-53	48-53	48-53
WORK ELK (Corrected)	44-54	44-54	52-55	52-56
SOLE (Light Bends)	64-66	64-66	58-70	68-72
BELLIES	40-44	42-45	36-40	44-48
SHOULDERS (Dble. Rgh.)	64-68	64-68	58-60	64-72
SPLITS (Lt. Suede)	36-41	36-41	38-42	39-44
SPLITS (Finished Linings)	20-23	20-23	22-24	22-24
SPLITS (Gussets)	17-20	17-20	19-20	19-20
WELTING (1/2 x 1/8)	9	9	8 1/2	9 1/2-10
LIGHT NATIVE COWS	24-25 1/2	23-24 1/2	26 1/2	29 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.



# CHARMOOZ

## THE PERFECT SUEDE LEATHER

BLACK AND COLORS

## AMALGAMATED LEATHER CO'S, INC.

WILMINGTON 99,

DELAWARE

ored vegetable linings slow down somewhat but interest rises in chrome linings. Hat sweat and garments slow.

Russet linings: 23, 21, 19, 17, 13, 11c  
Colored vegetable linings: 22, 20, 18, 16, 14c  
Hat sweat: 26, 24, 22, 20c  
Chrome linings: 26, 24, 22c  
Garment grains: 26, 24, 22, 20c  
Garment suede: 27, 25, 23, 21c

## Side Leathers

Active selling still to show up in side leather market. Boston tanners at home have little new to report this week but reports from Leather Show do not clarify situation. Sampling in New York extremely heavy with shoe manufacturers from West, Southwest and Mid-West showing active interest. Whether this will develop into actual orders remains to be seen. Meanwhile, prices are generally firm for all selections.

Heavy Aniline Extremes: B 53-56; C 51-54; 45-47c  
Corrected Kips: B 53-61; C 51-59; D 49-57, X 43-50c  
Corrected Extremes: 45-53; 43-49; 41-47; 38-44c  
Corrected Large: 40-45; 38-42; 36-40; 33-37c  
Work Elk: 44-54; 42-46; 40-44; 38-42c

## Splits

A disappointing market to date, say Boston splits tanners. Future still anybody's guess. Fair sampling reported at Leather Show but sales indications absent. Tanners can only sit and wait for developments. Many place their hopes on revived suede sales, which may begin shortly. Prices on most splits are merely nominal with sales made after considerable negotiation.

Light suede: 36-41; 34-39; 32-36c  
Heavy suede: 43-46; 41-43; 38-40c  
Retan sole: 40, 38, 35, 33, 30c  
Finished linings: 18-20; 20-22; 22-23c  
Gussets: 17-20c  
Blue splits: Heavy, 14-15c; Light, 12½-13½c  
Pickled: Heavy, 13½-14c; Light, 12-12½c

## Glove Leathers

The labor situation seems to be leveling off and tanners claim adequate employment to fit their production. Ladies' glove business is spotty and somewhat sluggish with confirmations slow. The feeling is that the volume will at least equal last year but orders will be placed much later. Operating cost will be higher as tanners have increased their prices to meet increased labor costs. Raw skins have also increased in some quarters and all prices are firm in primary markets.

New Zealand and domestic deer-skins are bringing fancy prices in the raw. Current askings are in the upper nineties for New Zealand's per pound and \$2.35 to \$2.75 per skin for domestic deer depending upon the section. Finished leather prices are 54, 44 and 34c a foot and 51c,

41c and 31c respectively in standard colors.

Offerings of Papras sheepskins weighing 900 pounds, all primes, are being made at \$7.00 cost and freight extra. Several shipments of Mombasa sheepskins are being offered at \$6.25 for 130/135 lbs. regular selections, expenses extra. A few cabrettas and soudans are moving in spite of increased prices and tanners report pickup in raw stock received.

English doeskin, active earlier in the year, are lagging and buyers claim a period between samples and orders. Prices range from 32c a foot to as low as 17c depending upon weight and quality. A few heavy weights are moving but the majority of sales include top grade ladies in whites and naturals.

Iranian sheepskins are available for lined and unlined gloves. These skins have a definite imported look and constitute volume. Men's grey imported suedes are active and supply is limited. High raw values and additional extra costs will not make this leather cheap and some quarters believe that it will have to bring 60c a foot at least in order to put it on the market.

## Belting Leathers

Philadelphia belting leather tanners find few sales are made. The slow business isn't blamed completely on the recent strikes but it is felt that they had a bad effect in the past few weeks. No price changes quoted. There isn't too much belting leather around, so tanners are able to sell what they have on hand, but do not see their way clear to making any price adjustments.

Curriers say their business, which slowed down last week, has continued to lag and right now shows no signs of picking up. Some think that the buying that was done was just to complete inventory where absolutely needed; others felt that the long coal strike had an adverse effect on business in general. This of course was reflected in the belting business.

Curriers who had actually cancelled planned sales trips to the middle west, said that they knew their salesmen would not have done enough business to make the trip worth while. Now that the strike is over, a pickup in business is expected. Prices have remained unchanged.

Curried shoulders are doing very well. There is great demand for these particularly in light weights — and curriers have little stock in the desirable weights. However they sell whatever stock they have. Prices on shoulders are just the same as they have been the past week or two.

### AVERAGE BELTING PRICES

No. 1 Ex. heavy	96c
No. 1 Ex. light	98c
No. 2 Ex. heavy	92c
No. 2 Ex. light	94c
No. 3 Ex. heavy	88c
No. 3 Ex. light	90c

### RANGE OF CURRIED PRICES

Curried Belting	Best Sel.	2nd	3rd
Bend Butts	1.14-1.33	1.10-1.30	1.02-1.15
Centers 12"	1.43-1.64	1.38-1.60	1.16-1.31
Centers 24"	1.40-1.62	1.34-1.58	1.15-1.30
Centers 28"-30"	1.33-1.57	1.28-1.54	1.10-1.30
Wide Sides	1.07-1.30	1.03-1.26	.98-1.08
Narrow Sides	1.02-1.13	.96-1.09	.93-1.04
(Premiums to be added: X-light plus 12-13c; light plus 5-13c; X-heavy plus 8-10c.)			

## Bag, Case and Strap

Midwestern tanners report steady to firmer market. Orders from new houses received at a very satisfactory rate, while old business has been repeating to a good extent. Tanners point out that the brisk pace now being currently set is seasonal and that it will taper off in a few weeks.

2 ounce case	44, 41, 38c
2½ ounce case	47, 44, 41c
3½ ounce strap	55, 52, 49c
4 ounce strap	58, 55, 52c
5 ounce strap	62, 59, 56c

## Garment Leathers

As has been the case for a long period of time, tanners are faced with the difficulty of trying to attract business with a price that will allow them a certain degree of profit. In some cases, it has been a futile attempt, as the extremely high costs of raw materials has literally priced themselves right out of the market.

Tanners find it difficult to promote business with the handicap of sky-high leather prices to the garment industry. This particularly applies to the sheep leather trade. The horsehide leather industry, although ruling quite dull, is not in the same position. Sales are limited, but due only to the lack of volume production of raw materials, which are offered in limited quantities.

Suede garment	27, 26, 25c
Grain garment	29, 27, 25c
High colors grain garment	zc premium
Average Horsehide leather	36c
Very best up to	39-40c

## Work Gloves

Only the very large work glove manufacturers seem to be in the market for leathers at the present time, according to most tanners' reports. Smaller manufacturers are in and out, buying only when the need applies.

Tanners openly admit that business for this time of year has been quite good, with prices generally holding steady on all selections.

Glove splits, horse shanks and cow bellies are generally quoted about on an even keel with the bulk of tanners. However, on shoulder splits, it becomes more evident that these prices will vary to a wide extent with the individual tanner. Some tanners may combine No. 1's and 2's and sell at a single price, where others may split them at separate prices, while still others may be as much as 5c difference in ideas.

Horse Shanks, 40-45 avg. ft. per doz. 21c

Horse Shanks, 50-55 avg. ft. per doz. 25c

Cow Bellies, 40-45 avg. ft. per doz. 24c

Cow Bellies, 50-55 avg. ft. per doz. 26c

Shoulder Splits, per pound:

No. 1's	50c
No. 2's	40c
No. 3's	25c

Glove Splits (No. 1, 2 & 3 grades):

Heavy-medium	21-20-19c
Medium	20-19-18c
Light-medium	19-18-17c
Light	18-17-16c

# TANNING Materials

## Raw Tanning Materials

Divi Divi, shipment, bags	\$70.00
Wattle bark, ton	\$65.00 for "Fair Average" and \$64.00 for "Merchantable"
Sumac, 23% leaf	\$72.00
30% leaf	\$75.00
Myrobalans, J. 1s, \$52.00-\$53.00	
(Crushed \$75.00) J. 2s	\$48.75
Valonia Cups, 30-32% guaranteed	\$53.00
Valonia Beards	\$81.00
Mangrove Bark, So. Am.	\$67.00

## Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	3.70
Barrels c.l.	4.33
Barrels, l.c.l.	4.65
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	9.60
Bags, l.c.l.	10.30
Bags, less than 100 pounds	15.00
Cutch, solid Borneo, 55% tannin, plus duty	.07
Gambier Extract, 25% tannin, bbls.	.09 1/4 .12
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.	.0525
Bbls., c.l.	.05 1/2
Oak bark extract, 25% tannin, lb. bbls. 6 1/4-6 3/4, tks.	.06 1/4
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty	8 5/16
Solid, clar., basis 64% tannin, c.l.	.09
Liquid, basis 35% tannin, bbls.	.08
Ground extract	.16 1/4
Powdered super spruce, bags, c.l.	
.05 1/4; l.c.l.	.05 1/4
Spruce extract, tks. f.o.b. works	.01 1/4
Wattle bark, extract, solid	.06 1/4

## Tanners' Oils

Cod oil, Nfd., drums	.80
Castor oil No. 1 C.P. drs. l.c.l.	.20
Sulphonated castor oil, 75%	.17
Cod, sulphonated, pure 25% moisture	.11 1/4
Cod, sulphonated, 25% added mineral	.10 1/4
Cod, sulphonated, 50% added mineral	.09 1/4
Linseed oil tks., c.l. zone 1	.169
drums, l.c.l.	.191
Neatsfoot, 20° C.T.	.23
Neatsfoot, 30° C.T.	.25
Neatsfoot, 40° C.T.	.18
Neatsfoot, prime, drums	.16
Neatsfoot, sulphonated, 75%	.16-.20
Olive, denatured, drs., gal.	1.88
Waterless Moellon	.13
Moellon, 25% water	.12 1/4
Artificial Moellon, 25% moisture	.12
Chamois Moellon	.10-.12
Common degas	.12 1/4
Neutral degas	.22-.24
Sulphonated tallow, 75%	.10 1/4
Sulphonated tallow, 50%	.09
Sponging compound	.11 1/4
Split oil	.09-.10
Sulphonated sperm, 25% water	.15
Petroleum Oils, 200 seconds visc. tks., f.o.b.	.11 1/4
Petroleum Oils, 150 seconds visc. tks., f.o.b.	.13
Petroleum Oils, 100 seconds visc. tks., f.o.b.	.11

In 1870 there were 7,569 tanneries in the U. S., Penn. leading with 1,405, N. Y. second with 1,092, Mass. third with 386. At that time the industry operated 1,296 steam engines with 24,000 horsepower, and 940 water wheels totaling 16,000 horsepower. Today the U. S. has about 450 tanneries, but producing several times the leather output of 1870.

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Oak, Chrome, Combination Tan

## HANS REES' SONS

39 Frankfort St.  
New York 7, N. Y.

Tannery at  
Asheville, N. C.

**SUPEREES**-the superlative leather!



## CLICKER DIES

**Cutting, Perforating and Marking Machines and Dies**  
**Ribbon Type**  
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**Write for Full Particulars**

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## WESTERN SUPPLIES CO.

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**SHOE MACHINERY AND CUTTING DIES**  
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*Little Man Says:*

Sales curves climb and climb when George Limon handles your contract tanning because Limon gets the best out of splits and sheep. In tanning, Limon's tops. Call him today.

**GEO. LIMON TANNING CO., INC.**  
Foster St., Peabody, Mass.  
Telephone: Peabody 2002



# HIDES and SKINS

Trading picks up in latter part of week. Light cows bring 1/2c higher during active selling spree. Steers quiet. Packer calfskins active. Other selections slower.

## Packer Hides

Although volume of business in big packer hide market was limited to about 50,000 hides during the early part of the week, substantial advances were registered in some selections. Business at first was largely restricted to specialty selections, particularly light grubbing hides and extreme light weights.

On Thursday, however, 9000 light native cows sold at 1/2c higher, basis 24 1/2c at Chicago and Milwaukee, 25c St. Paul and 26c St. Louis and Kansas City. Heavy cows were higher for St. Pauls, about 6,000 moving at 22c, 1 1/2c higher. River heavy cows were 1/2c higher on rather small business. Branded cows were up 1c when they sold under cover last week at 20c. Trading not reported until Monday of this week. Bulls were up 1/2c, sell-

ing at 17 1/2c, basis natives, for about two cars.

In steers, heavy natives were relatively quiet. The only business involved two small cars of light grubbing St. Paul hides at 21c, figured up 1c. Light native steers were active, but only in Riverpoint production. Business amounted to several cars at 23 1/2c, up 1/2c. Extreme light native steers were sold at 27 1/2c Chicago basis, up 1 1/2c, with some others sold at 27 1/2c, but not confirmed. Business in heavy Texas was nil, but there were a few butts sold at 18c, steady, at the close of last week. Light Texas steers were active at 22 1/2c, up 1c. Extreme light Texas steers, quoted nominally at 23c, sold at 25c, but were called 1c higher because they have not sold in quite some time. Colorado steers sold steady at 17 1/2c.

## Small Packer Hides

Better prices quoted on small packer hides. Tanners willing to pay 21 to 21 1/2c selected for 48/50 lb.

## QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	19 -24	19 -23 1/2	18 1/2-20	18 1/2-22
Ex. light native steers	27 1/2-28	26 1/2	26N	27
Light native cows	24 -25 1/2	24 -25 1/2	23 -24 1/2	24 1/2-25
Heavy native cows	20 1/2-22	20 -20 1/2	18 1/2-22	18 -18 1/2
Native bulls	17 1/2	17	16N	15 1/2
Heavy Texas steers	18N	17 1/2	17 1/2	18
Light Texas steers	22 1/2	21 1/2	21N	19
Ex. light Texas steers	25	23	22 1/2	25
Butt branded steers	18	17 1/2	17 1/2	18
Colorado steers	17 1/2	17	17	17 1/2
Branded cows	20N	19	18 1/2-19	18
Branded bulls	16 1/2	16	15N	14 1/2
Packer calfskins	61N	56 -61	56 -65 1/2	52 1/2-62 1/2
Chicago city calfskins	40	35N	46N	35
Packer kipskins	45B	42 1/2	42 1/2	37 1/2
Chicago city kipskins	30N	30N	30	23

## HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Mar. 9	Close Mar. 2	High For week	Low For week	Net Change
March	21.51B	21.70B	22.00	21.80	-19
June	19.51T	19.70T	20.02	19.50	-19
September	18.85B	19.00B	19.30	19.00	-15
December	18.55B	18.70B	18.90	18.90	-15
April	22.45B	22.65B	....	....	-20
July	22.25B	22.40B	22.85	22.85	-15
October	21.70B	22.05B	22.10	22.10	-35
January	21.30B	21.75B	....	....	-45

Total Sales 110 lots

average allweight native steers and cows, FOB shipping points, and perhaps slightly higher on especially good quality lots. Sellers, however, are looking for 22 to 23c selected on these hides. Very light hides from the Southwest quoted around 25 to 25 1/2c flat, with sellers of a mind to collect 26 to 27c flat for them.

Medium weight Midwestern hides quoted around 23 to 24c selected for 45/47 lb. average, and around 24 to 25c selected for 44 lbs. Sellers want 1 to 2c more. The heavy end, however, does not bring such good ideas. Tanners think of 54/55 lb. average lots in the price realm of 20c selected, and around 19c selected for 58/60 lb. averages. Some 65 lb. average lots quoted down to 17c selected, with no demand. Small packer bulls quoted around 15 to 15 1/2c, depending upon quality.

The supply situation is not particularly heavy. Hides are coming through, but the packers are finding a rather slim production picture. The bulk of the hides produced are on the heavy side, with offerings of light hides rather few and far between. Demand is considerably better for light lots than for heavies.

## Packer Calfskins

Expectations for calfskin trading in this market up to early this week were not particularly indicative of any volume, but two "Big Four" packers suddenly brought forth about 46,000 Northern skins, Wisconsin and Minnesota production, a prices that figured steady to 5 1/2c higher. The seller that had made public the offering of calf he had available, finally sold after the other two had been active. The latter packer obtained an additional 1 1/2c premium for the heavies in his offering of 5,000 heavies and lights. Most of the skins sold were March and early April production.

Business was started by the movement of 21,000 Wisconsin point light calfskins at 61c, FOB, unchanged. Following this was a sale of 18,000 Milwaukee and 7,000 Winona allweights, prices at 61c FOB across the board, representing steady money for lights, but a 5 1/2c advance for heavies. Then, the third big packer moved his 5,000 skins at 61c for lights and 62 1/2c for heavies, FOB. With this business, the market for

SOLID LIQUID POWDERED  
**QUEBRACHO**

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**CARLOS CASADO LTDA.**

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Riverpoint skins was called nominally 55c, but there has been no trading on which to base quotations.

New York trimmtd packer skins are quoted at \$3.75 for 3 to 4's, \$4.50 for 4 to 5's, \$5.30 for 5 to 7's, \$5.80 for 7 to 9's, and \$7.60 for 9 to 12's. Big packer regular slunks last sold at \$3.50.

### Packer Kipskins

The market on packer kip has remained quiet. The last sale of kip at 45c, with overweights at 40c, was all in St. Paul production, and was not felt to be a complete indication of the market for mixed Northern-Riverpoint skins. However, sellers want more than 45c for their native kip, one asking 47½c, the other 50c, with overweights at 5c less. Best bids have been 45c on these skins, which, up to now, has not been accepted. Market for New York trimmed packer kipskins is about unchanged 12 to 17's quoted at \$8.45, the 17's and up quoted at \$9.25.

### Country Hides

While the country hide market is generally slow, there have been some slightly better ideas expressed on the price picture. Sellers want a full 1 to 2c higher than bids, but tanners are only willing to go to 18½c on 48 lb. average good quality country hides, and to 19c flat for good trimmed locker and city butcher hides. Some 50 lb. average hides, all country production of average run, are quotable around 18c flat trimmed, FOB shipping points.

Ideas on lighter hides vary. Some quote to 20c flat on 45/46 lb. average lots, depending upon quality, while others say that they will not pay over 19½c flat on the very same lots. Sellers want up to 22c flat for those lots. On the heavier lots, tanners are quoting around 17c flat for 54/55 lb. average, and around 16c flat for 58/60 lb. average. Country bulls are figured around 12 to 12½c, glue hides around 14c.

### City and Country Calfskins

Good quality city untrimmed all-weight calfskins quoted around 40-42c nominal, depending upon the quality and average weight of the lot. Nothing much done in this market recently. Country untrimmed all-weights figured around 26 to 28c, although asking prices around 30c are not uncommon.

New York trimmed collector calfskins quoted at \$3.40 for 3 to 4's, \$3.90 for 4 to 5's, \$4.40 for 5 to 7's, \$5.00 for 7 to 9's, and \$6.30 for 9 to 12's.

### City and Country Kipskins

Little business heard of in these markets. Last quotations on city untrimmed kipskins still apply, nominally 30c, with country untrimmed kip ranging 24 to 25c. New York trimmed collector kipskins are quoted at \$7.20 for 12 to 17's, \$8.00 for 17's and up.

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"PUREX"  
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THE  
**RIVER PLATE**  
IMPORT AND EXPORT CORPORATION

CHRYSLER BLDG., 405 LEXINGTON AVE., NEW YORK 17, N.Y.

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1887

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Expert  
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## Horsehides

Interest in trimmed Midwestern horsehides still good. Tanners still quoting around \$10.50 to \$10.75 for lots of 60 lb. hides, and up to \$11.25 on 70 lb. hides. Untrimmed hides figured about \$1 more. A few lots of hides sold around the quoted levels, but business generally restricted, due to the light production and resistance of tanners towards paying higher prices. Very little demand for fronts. Good No. 1 North-erns quoted in a range of \$7.50 to \$7.75, depending on quality. Butts, basis 22 inches and up, are figured around \$3.50 to \$3.75 for good lots, up to \$4.00 for some very large butts.

## Sheep Pelts

Good demand for big packer shearlings. Sellers still getting \$2.65 to \$2.85 for No. 1's, \$2.15 to \$2.25 for No. 2's, and \$1.75 for No. 3's. Small packers not doing as well on their shearlings. Prices of \$2.30 for No. 1's, and \$1.80 for No. 2's realized just recently. Fall clips with the big packers sell within the range of \$2.90 to \$3.15, depending upon quality.

Interior market should be active this week, with trade expectations of higher money than last month's sales to be paid for the Western lambs that are offered. This should be the last major offering of Western lambs for the season in the Iowa-Minnesota area. Pickled skins holding unchanged at \$12 per dozen for the best quality lambs, and \$10 to \$11 per dozen on the lesser quality lines, for big packer production. Dry pelts figured at 29c per lb. for good dry fawns.

## Dry Sheepskins

Hair sheep market steady. Latest reports from Brazil say cabrettas in small supply with some sales of regulars at \$15.25 per dozen, c&f. Cape

glovers slow and nominal. However, shippers show but little concern as they have been selling most of their supplies to Continental Europe and England.

Nigerians also unchanged and market is nominally quoted 65-70c per lb., basis primes for Kano sheep. While the outside has been asked, operators feel that shippers would shade this level on a firm bid but buyers have not been showing too much interest. Other markets, such as Addis-abbaba slaughterers, Mombasas, Mochas and dry salted Sudans have shown but little change. Prices asked usually above the views of buyers and relatively few sales can be confirmed.

Shearling markets firm but, due to the high levels asked by shippers, trading has been at a minimum. About 5,000 Capes, ½-1 inch, offered at 33 pence, c&f. The ¾-½ inch held at 28-29½ pence. Argentine shearlings continue to sell to Canada. Business has slowed up on Montevideos, though a good demand still noted.

Wool sheep markets firm and at the last Sydney sales, 42/43,000 sold and market was firm on last week's basis. Melbourne was one to two pence dearer with 56s and down mostly affected. Some activity has developed in Punta Arenas frigorifico and consumo campos skins. The former said to be selling locally but the latter descriptions sold to this country. Some export demand for Peruvian slats. Papra slats firmly held at origin.

## Pickled Skins

The third New Zealand auction will be held March 22nd at which time there will be available 109,000 dozen North Island lambs and 94,500 dozen South Island lambs for a total of 203,500 dozen—44,000 dozen North Island and 4,500 dozen South Island sheep will be offered for a total of 48,500 dozen.

# NEWS

## Britain's Big Feet Become Big Headache

In addition to all Britain's problems the country is also suffering from a condition that may be diagnosed as too much feet and not enough shoe. Any lady with a whole-some-sized foot is doomed to pedic pains. She just can't buy shoes big enough in Britain. This intolerable situation has so inflamed one of the King's citizens, Mrs. Phyllis Crone, that she has started The Association of Women with Large Feet. She has already received hundreds of sympathetic letters from women all over the British Isles.

Mrs. Crone states that it's next to impossible to buy a size 8½ or 9, to say nothing of the larger sizes, for women in Britain. "We want to be able to go to a dance in comfortable, stylish footwear, not as now, with our large feet either squashed into evening slippers sizes too small, or wearing large mannish-looking stout leather brogues."

At present, the only way a large-footed woman can get smart shoes in adequate sizes is to have them made at about \$52 a pair for a really good pair, and about \$15 for a cheap pair. That, Mrs. Crone insists, is no way for the government or the shoe manufacturers to treat a lady. She hopes her vigorous campaign will arouse

**MARDOL**  
SULPHONATED OILS  
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FAT LIQUORS  
QUALITY AND UNIFORMITY  
**MARDEN-WILD CORP.**  
500 Columbia St., Somerville, Mass.  
MARDEN-WILD of CANADA, LTD. HALIFAX, N. S.

## BORAX-BORIC ACID

Stocks of 20-Mule-Team Borax and Boric Acid carried by distributors located at convenient points throughout the United States.

**PACIFIC COAST BORAX CO.**

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## WRINGER FELTS

For long life and best all-round results  
specify **KENWOOD WRINGER FELTS**

for your: **Stehling Continuous Feed Leather Wringer Machine**  
**Stehling Combination Putting Out and Leather Wringer • Quirin Wringer**  
**F. C. HUYCK & SONS • KENWOOD MILLS • RENSSELAER, N. Y.**



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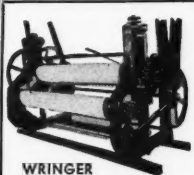
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BEWARE OF SUBSTITUTES FOR  
**TACCO**  
**SOLUBLE CLAY**  
THERE IS ONLY ONE "TACCO"

### THE AMERICAN COLOR & CHEMICAL CO.

Sole Distributors to the Leather Industry  
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Tel. Liberty 0517 Boston, Mass.



WRINGER

THE only successful press that prepares Sole Leather for drum tanning, extracting and oiling.

Also prepares both bark and chrome tanned sides and whole hides for the skiving and splitting machine.

Quirin Leather Press Co.  
Olean, New York

## Paul Gallagher & Co., Inc.

DEALERS IN  
DOMESTIC & FOREIGN

Pickled Sheep Skins

PEABODY, MASS.

the manufacturers and the government to action whereby products will be made to let a lady really put her foot into it.

### Stream Pollution Drive Intensifies

Of interest to the tanning industry is the stepped-up drive on stream pollution control by state and Federal authorities. Last year eight states enacted new or expanded anti-pollution legislation. Other states are rapidly setting up commissions to study industrial pollution problems.

Chairman Robert L. Doughton of the House Ways and Means Committee, the directive power behind new tax legislation, has promised a hearing in early April to give tax relief to industrial firms in regard to the problem of stream-polluting wastes. Industries, including the tanning industry, with waste problems are seeking to contract the amortization period for waste treatment works or equipment in the factory from a 25-year to a five-year period. President Truman last year rejected a request for a \$1,000,000 appropriation for loans and grants to municipalities to install sewage treatment works for industrial disposal.

Waste disposal equipment manufacturers estimate a record one billion in sales this year to factories and municipalities having industrial waste disposal problems. But increased expenditure for this necessary equipment has been hazarded by failure of the Federal government to allow rapid enough tax deductions for its use. The U. S. Public Health Dept. is enthusiastically behind such tax relief, but the Treasury Dept. is not.

### Rubber Footwear Mfrs. Urge Earlier Buying

Deploring shoe retailers' postwar policy of late ordering of rubber footwear, A. L. Viles, president of the Rubber Mfrs. Assn., stated that the American public may face a rubber footwear shortage next fall and winter unless buyers placed advance orders to keep plants busy during the spring and summer months.

"The war changed the pattern of buying rubber footwear, and many retailers have not yet returned to prewar methods of placing early orders," said Viles. "Two open winters in a row in the East have further retarded a return to previous customs. Rubber manufacturers see positive indications that retailers are

*Linco*

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## FORMULAS

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HELP YOU MAKE BETTER  
LEATHERS AT LOWER COST"

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BATES  
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ACID FAT LIQUORS  
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"Always Reliable"

LEATEX CHEMICAL COMPANY  
2722 N. HANCOCK ST., PHILADELPHIA, PA.

# CALAFENE

*Binder and Filler*

- **PIGMENT FINISHES**

Uniform quality binder, filler and carrying agent. Builds up body. Improves covering power and spread. Nourishes fiber and eliminates harsh feel. No manipulation necessary.

- **LEATHER FILLER**

Imparts permanent flexibility. Does not "pipe" or crack. Covers cuts and imperfections.

- **SUEDE SPLITS**

Plumps the skins, strengthens and builds up low ends. When sueded the skins have a velvety nap and full mellow feel. Does not lay on the surface.

*Manufacturers of a complete line of specialties for the tanning trade.*



**APEX Chemical Co., Inc.**

Estab. 1900  
225 West 34th Street  
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## FOR MAKING HIGH GRADE LEATHER

**Synektan O-230**

A liquid syntan producing a white tanned leather with results equal to natural extract tannage.

**Synektan NCRP**

In combination tannage; or in dyebath for chrome stock for better grain.

**Synektan NPP**

For white leather; and in dyeing pastel shades with good weight to leather.

**Tanasol NCO (Beads or Powder)**

**Tanasol D (Liquid)**

With Extracts, for lower costs and good color.

**Tanasol PW (Beads or Powder)**

Bleaching Chrome stock; also on chrome stock for level dyeing and pastel shades.

**Emulsifiers and Detergents** For good degreasing.

*Samples and information upon request*



**JACQUES WOLF & CO.**  
*Chemicals* PASSAIC, N. J.

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STANDARD GUARANTEES THE MOST PERFECT PLATES MADE, VARYING NOT MORE THAN 1 THOUSANDTH OF AN INCH ON BOTH SIDES, AT PRICES NO HIGHER THAN IMPERFECT PLATES.

## STANDARD EMBOSSEING PLATE MFG. CO.

*Since 1888, Manufacturers of*

SOLID STEEL ENGRAVED PLATES  
ELECTROTYPE EMBOSSEING PLATES  
SMOOTH PLATES  
ALL SUPPLIES FOR BUILDING BEDS

129-131 PULASKI STREET

NEWARK 5, N. J.

trying to operate on stocks too narrow and thin. Sales were lost during light snow conditions as customers were turned away because many retailers did not have enough rubber footwear on hand. Only mild weather in big consuming areas prevented a serious shortage this past winter."

Almost simultaneously, the Bristol Mfg. Co. of Bristol, R. I., announced that it would reduce plant operations from five to four days a week. The order affects 450 rubber footwear workers. Stated Maurice C. Smith, Jr., president: "We are not in a position at the present moment to state the duration of this new four-day schedule." Anthony J. Nunes, superintendent, said the action was caused by lagging sales of rubber footwear, and because the consumer season for canvas footwear had not yet begun.

## Solvay Buys Airport

The Solvay Process Co., subsidiary of Allied Chemical & Dye Co., manufacturers of chemicals for the shoe and leather industry, bought a municipal airport outside of Syracuse, N. Y., for use as waste beds. The purchase of the 366-acre area was made at public auction, at a bid of \$150,000. Syracuse bought the airport in 1928 for \$71,000, has since spent \$250,000 on it, while the Federal government has spent about \$750,000.

The town of Camillus, in which the airport is situated, recently changed its zoning laws to permit Solvay to expand its waste beds. It is reported that the company threatened to move elsewhere unless such permission was granted.

## McKay Gift To Harvard

Trustees of the Gordon McKay estate recently donated another \$8,626,506 to Harvard University, bringing the total received from the estate by the University to \$15,766,755. McKay, the inventor of the McKay shoe sewing machine, died in 1903. He willed the income from his estate to Harvard for the promotion of applied science.

▲ William K. Brown, owner of the Central Rabbit Tanning Co., Gloversville, and a customer, whose name was not revealed, narrowly escaped serious injury, March 4, when the roof of the tanning structure collapsed under the heavy weight of snow. The pair had left the building less than five minutes before the incident occurred. The damage was estimated at \$10,000.



# WANT ADS

## ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

**THE RUMPF PUBLISHING CO.**  
300 W. Adams St. Chicago 6

## Special Notices

### Small Tannery for Sale

Located on main line of Southern Railway adjacent to Atlanta.

Equipped for tanning vegetable and chrome leathers, also finishing of same.

No union, no labor troubles.

Address B-21,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### Crocodile Hunter Needs Partner

Scotch-Canadian seeks partner who is American citizen with University education and who will bring Ten Thousand U. S. dollars (\$10,000.00) into this sound business in the South Seas. Substantial profits assured from commencement. All skins sold in U.S.A. Shipments every 30-60 days. Address B-22, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### For Sale

ONE USED 6-ft. Stehling continuous feed brushing machine, approximately two years old, with Fullergrip replaceable strip brushes. Excellent condition. \$2,900.00 new, price \$900.00. Address C-5, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Agent Wanted

IMPORTANT ITALIAN MANUFACTURER of machinery for tanners is seeking an agent in the United States. Write to

S. A. Luigi Rizzi & Co.,  
Modena, Italy.

### Do You Need Leather?

ENGLISH FIRM operating two tanneries would like to receive inquiries for any kind of leather in good demand in the American market.

Equipped to produce general leathers, also heavy mechanical and textile leathers, and have an up-to-date organization.

Full co-operation given in return for genuine inquiries.

Address C-3,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### For Sale

STEHLING 6 Ft. Continuous Feed Wringer, good operating condition. For further information, write to

Cainap Tanning Company  
Post Office Box 82,  
Napa, California

### Situations Wanted

#### Tanner

EXPERIENCED in Kip Side, Side Leather, and Elk. Good reputation. Wants position as tanner or foreman.

Address B-17,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

#### Kid (calf) Suede

PRODUCTION MAN, technician, tanner, suede finisher, college education, Veteran II, age 42. Understands tanning—layout, equipment, machinery, lab, data, skin histology. Can get along with the help, keep cost economical. Has good record of saleable leather; can start subject from scratch or supervise existing manufacture. Remuneration request reasonable. Address M-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Purchasing Manager

EXPERIENCED IN shoe upper, garment, glove, and fancy leathers; with excellent connections in the field. Seeks position.

Address C-4,  
c/o Leather and Shoes,  
20 Vesey St.,  
New York 7, N. Y.

#### Superintendent & Tanner

SITUATION WANTED: Superintendent and Tanner of side leathers. ELK, SMOOTH, RETAN, WATERPROOF, LATIGO, MOCCASIN, SPORTING GOODS, CALIFORNIA SOFT PLAYSHOE, HANDBAG, GLOVE ELK, MECHANICAL, AND HYDRAULIC LEATHERS. Now employed, married, and family, technical education, age 44. Address C-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Tanner

TANNER with 28 years' experience desires change of location. Able tanner of deer, pig, goat, sheep or horse; domestic or imported from raw to finish in suede or grain for garment or glove leather. Willing to run samples to show workmanship. Address C-7, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Tanner

POSITION WANTED BY TANNER. Young man thoroughly experienced on calf, upper leathers, sole and sheep. Has European and Canadian experience in superintending tanneries. Wants to connect with progressive tannery in a supervisory capacity. Address C-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Help Wanted

#### Salesmen

BRAND NEW MANUFACTURER of house slippers, felt and sheepskin, wants experienced salesmen known in trade of department stores, jobbers, and chain stores. Side line, commission basis. All territories open. Ace Slipper Co., 1744 N. Damen Ave., Chicago 47, Ill.

#### Tanner

WANTED Experienced Tanner, Mechanical, Hydraulic and Industrial Leathers, Chrome and Combination Tanned. Write full qualifications.

Address C-9,  
c/o Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.

### LEATHER SPECIALTIES

#### PROCESS DEVELOPMENT

**PURE-TAN**  
(QUEBRACHO CRYSTALS)

**GEORGE H.  
GRISWOLD**

14 Franklin St. Salem, Mass.

**REACH  
VOLUME  
BUYERS  
Through  
LEATHER  
AND  
SHOES**

## Coming EVENTS

April 16-20, 1950—Shoe Manufacturers' Fall Opening. Hotel New Yorker, New York City. Eugene A. Richardson Associates.

April 23-30, 1950—Fall Shoe Show, sponsored by Tri-State Shoe Travelers' Assn. Hotel Statler, Buffalo, N. Y.

April 23-27, 1950—Fall Showing, sponsored by St. Louis Shoe Manufacturers Assn., Hotel Statler and other hotels, St. Louis.

May 1-4, 1950—Early Fall Opening, Guild of Better Shoe Manufacturers. Member Show Rooms, New York City.

May 6-10, 1950—Fall Shoe Show, sponsored by Pennsylvania Shoe Travelers' Assn. William Penn and Fort Pitt Hotels, Pittsburgh, Pa.

May 7-10, 1950—Fall Shoe Show sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker and Southland Hotels, Dallas, Tex.

May 7-10, 1950—15th semi-annual showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

May 14-18, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

May 21-24, 1950—Annual fall shoe showing of West Coast Shoe Travelers Associates. Sir Francis Drake, Plaza and St. Francis Hotels, San Francisco, Cal.

May 22, 1950—Spring Meeting, National Hide Assn., Hotel Statler, Boston, Mass.

May 25-26, 1950—Spring Meeting, Tanners' Council of America. Atlantic City, N. J.

May 31-June 2, 1950—1950 Convention of American Leather Chemists Assn., French Lick, Ind.

June 4-5-6, 1950—Indiana Shoe Travelers' Association Fall Show, Hotel Severin, Indianapolis, Indiana.

July 23-26, 1950—Baltimore Shoe Club Show, Lord Baltimore Hotel, Baltimore, Maryland.

June 24-28, 1950—Mid-Atlantic Shoe Show, sponsored by the Middle Atlantic Shoe Retailers Assn. The Benjamin Franklin Hotel, Philadelphia, Pa.

Sept. 6-7, 1950—Official opening of American Leathers for Spring, sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, N. Y.

Oct. 25, 1950—Annual Fall Convention, National Hide Assn. Edgewater Beach Hotel, Chicago.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Oct. 29-Nov. 2, 1950—National Shoe Fair, sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn., Palmer House and other hotels, Chicago.

## DEATHS

### William B. Atwood

... 85, owner and operator of the W. B. Atwood Leather Co., Brockton, Mass., died March 7, after a brief illness. He was a prominent member of the First Parish Congregational Church, a member of the Brockton Rotary Club and the Commercial Club. Survivors include a daughter, Mrs. Levi Benson; a brother, Percy, and a sister, Mrs. Henry Favor.

### H. G. Huff

... 60, a foreman for the International Shoe Co., St. Louis, died March 5 of a heart attack while driving his auto. His car crashed into a parked automobile. Employed by International for the past 37 years. Survivors include his widow, Mrs. Georgia Huff, and two daughters, Mrs. Alonzo Gibson and Mrs. Melvina Rosenthal.

### George E. Pearl

... 85, retired cut sole leather manufacturer, died March 6 at Haverhill, Mass. He was a member of the First Congregational Church, Pentucket Club and Fortnightly Club. He is survived by his widow, Clara Carleton Pearl; a son, G. Carleton, and a brother, Col. Warren Pearl, London, England.

### Jan. Retail Shoe Sales 8% Below Jan., 1949

Retail shoe store sales in January ran about eight percent behind those of January, 1949, and about 33 percent under last December, according to the Census Bureau of the Commerce Dept.

For various individual cities, some of the percentage changes for January, 1950, compared to January of 1949, were: Baltimore, down six percent; Boston, up 25 percent; Washington, up two percent; Hartford, down 10 percent; St. Louis, down three percent; Minneapolis, down 11 percent; and Dallas, up 13 percent.

### Applications Rejected

A number of Brockton shoe manufacturers who applied to the Wage and Hour Division for permission to pay learner rates below the 75-cent minimum found their applications rejected on the ground that Brockton had plenty of skilled shoe worker help available, hence nullifying the need for learners at subminimum rates. The ruling may well set the pattern for decisions on all such applications coming from shoe manufacturing centers throughout the country. The ruling was handed down by Wage and Hour Administrator William H. McComb.

## Index to Advertisers

Amalgamated Leather Cos., Inc.	29
American Color & Chem. Co., The	35
American Extract Co.	26
Apex Chemical Co.	36
Belmont Hotel	26
Champion Paper & Fibre Co.	16
Commonwealth Color & Chemical Co.	23
Crompton-Richmond Co., Inc.	11
Dennis, The Martin, Co.	17
Dow Chemical Co., The	15
Gallagher, Paul, & Co., Inc.	35
Geigy Co., Inc.	Front Cover
General Chemical Division, Allied Chem. & Dye Corp.	13
Griswold, George H.	37
Hadley Bros.-Uhl Co.	39
Huyck, F. C., & Sons	34
Imex Corp.	12, 24 and 32
Isaacson-Greenbaum Co.	33
Jenkins, M. W., Sons, Inc.	2
Leatec Chemical Co.	35
Limon, Geo., Tanning Co., Inc.	31
Lincoln, L. H., & Sons, Inc.	35
Marden-Wild Corp.	34
Mutual Chemical Co. of America	Back Cover
Nopco Chemical Co.	28
Pacific Coast Borax Co.	34
Quirin Leather Press Co.	35
Rees, Hans, Sons	31
River Plate Imp. & Exp. Corp., The	33
Robeson Process Co.	35
Standard Dyewood Co., Inc.	33
Standard Emboss. Plate Mfg. Co.	36
Stehling, Chas. H., Co.	21
Taber Pump Co.	38
Trask, Arthur C., & Sons	16
United Shoe Machinery Corp.	22, 25 and 27
United States Leather Co.	19
Western Supplies Co.	31
Wolf, Jacques, & Co.	36
Whittemore-Wright Co., Inc.	23
Young, J. S., Co.	16

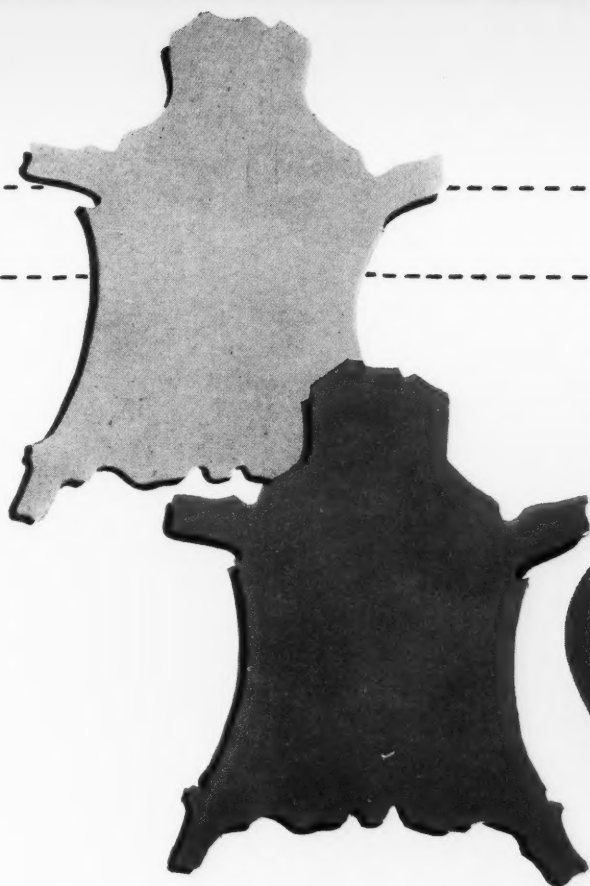
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